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The



# CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

AUGUST 27 1955

## Display Cussons Gift Sets



Linden Blossom  
Bath Soap—3 Tablets.



Linden Blossom  
Talcum Powder and  
6 Bath Cubes.



Imperial Leather  
Shaving Stick and  
Brilliantine.



Apple Blossom  
Toilet Soap—  
3 Tablets.



Imperial Leather  
Brilliantine, After  
Shave Lotion and tube  
of Shaving Cream.



Imperial Leather  
Shaving Bowl.



Imperial Leather  
Toilet Soap, 4 Bath Cubes  
and Talcum Powder.



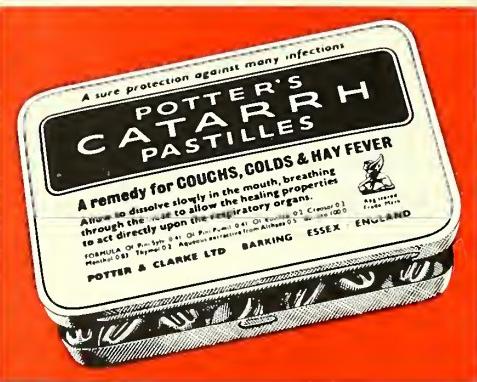
Blue Hyacinth  
Bath Soap—3 Tablets.

PRICES FROM 2/3 TO 8/6

CUSSONS SONS & CO LTD, KERSAL VALE, MANCHESTER 7

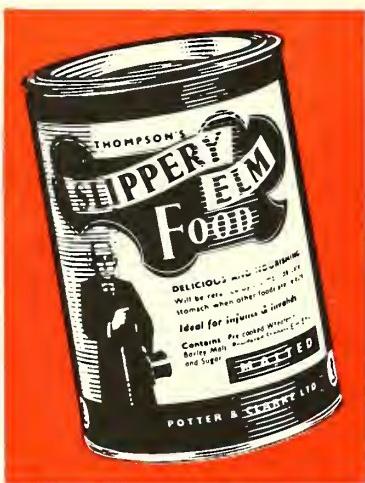
**POTTER'S  
CATARRH  
PASTILLES**

With the famous  
'fighting formula'



**POTTER'S  
CRYSTALLISED  
CATARRH PASTILLES**

For those who prefer a 'sugary taste'



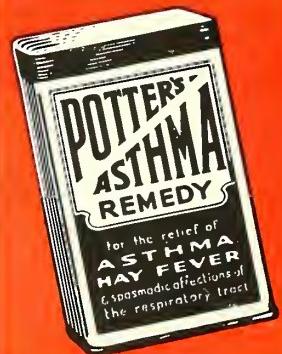
**THOMPSON'S  
SLIPPERY ELM FOOD**

Obtainable in three varieties:—

- MALTLED
- UNMALTLED
- WHOLEMEAL MALTLED

Top sellers from the  
**Potter's range  
of products**

So well known  
and so —  
well sold!

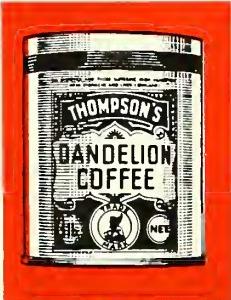


**POTTER'S ASTHMA REMEDY**

With special 'pyramid' dispenser

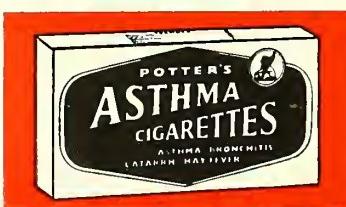
**POTTER'S ASTHMA CIGARETTES**

& SMOKING MIXTURE



**THOMPSON'S  
DANDELION COFFEE**

Excellent for dyspeptics



THROUGH  
WHOLESALERS  
ONLY  
PLEASE



Sole Manufacturers  
**POTTER & CLARKE LTD**  
RIVER ROAD • BARKING • ESSEX



new  
**Amami**  
lotion shampoo

**the shampoo that will KEEP ON SELLING**

**Heavily advertised throughout the year**

These compelling advertisements will appear in the leading national newspapers and women's magazines. Total circulation 19,710,743. Estimated readership 33,632,000.

And this campaign will continue week in, week out all the year through!

**The only single-lather shampoo  
to sell at 6d.**

**Help yourself to  
EXTRA PROFITS**

**DISPLAY new Amami  
lotion shampoo  
It will sell ITSELF!**



COUNTY LABORATORIES  
LIMITED  
Honeypot Lane  
Stanmore, Middlesex  
Telephone :  
WORDsworth 4321

GREEFF  
CHEMICALS  
FOR  
EVERY  
TRADE



R.W. GREEFF & CO. LTD.

12, FINSBURY CIRCUS, LONDON, E.C.2 Grams: GREEFF AVE LONDON. Phone: LONDON WALL 5241

**Watch out  
for this on  
September  
7th!**

**NEW!** All the Vitamin 'C' you need—  
in real fruit-juice drinks you'll love!

For fitness and "go"! For extra resistance to winter ills. For spring in your step, and sparkle in your eye. Here's all the Vitamin 'C' you need—and three new nicer ways to get it!

Enjoy it in these nice  
**RASPBERRY**  
**ORANGE**  
**PINEAPPLE**  
NATURAL JUICE HEALTH DRINKS

Minns' Lockwood Health Drinks taste of real fruit juice—because they're made from real fruit juice! Just as strong—just as good. And every bottle of Lockwood Health Drink contains 100% Vitamin C.

Enjoy Health-giving Vitamin 'C' in  
**LOCKWOODS**  
CONCENTRATED NATURAL JUICE HEALTH DRINKS

ONLY 3/-

## What does this **DAILY EXPRESS** half-page mean to you?

**It means business.** It will be seen by over eleven million people. And it's just one shot in the salvo Lockwoods are firing—to boost the sales of their new concentrated Vitamin 'C' drinks.

**You've heard about**—maybe seen for yourself—the remarkable success of these new health drinks. Why are they so popular? They're packed with natural Vitamin 'C'—the extra Vitamin 'C' everybody needs for extra energy. And they are new, nicer, real fruit juice drinks. Raspberry, Orange, Pineapple . . . no wonder children, in particular, love them!

**There's going to be a rush** on these new fruit juice drinks, when people start to see Lockwoods advertising. So stock up now . . . get your share of its benefits . . . let them see Lockwoods in your pharmacy too! A bright display piece comes to you free with your order—and you'll find Lockwoods trade discounts are particularly generous.

**Special Bonus Offer—closing September 1st.** Quick—there's still time to take advantage of Lockwoods special introductory offer—12 bottles for the price of 11! **Order to-day.**

STOCK UP WITH

# LOCKWOODS

CONCENTRATED VITAMIN 'C' NATURAL JUICE HEALTH DRINKS

*Manufactured by EASTERN COUNTIES PRESERVES (1940) LTD., LONG SUTTON, LINCS.*

*All orders and enquiries to:*

*Sole Distributors, FASSETT & JOHNSON LTD., 86 CLERKENWELL ROAD, LONDON, E.C.1. Telephone: CLErkenwell 2336*

*"Skylon"*

POLYTHENE BOAT SHAPED  
BABIES FEEDING BOTTLE

This new boat shaped babies' polythene feeding bottle has been specially developed to meet popular request. It is unbreakable, hygienic, tasteless, odourless and unaffected by foodstuffs. Openings at either end make for easy cleaning and its light weight makes it ideal for the small infant. All standard teats and valves will fit the necks.



PATA

Packed in individual cartons with full sterilizing instructions.



ACORN 5073/4

FIBRENYLLE

LIMITED

157 DUKES ROAD · WESTERN AVENUE

LONDON · W.3



BLAND

RAPID-ACTING

PLEASANT

Disprin is a superior analgesic  
available for the personal use of everyone

"DISPRIN" provides soluble aspirin in stable form. It is a product of outstandingly high quality.

RETAIL PRICES

(incl. P.T.)

50-tablet bottle 3/2      26-tablet bottle 1/11  
8-tablet foil 8½d.

RICKITT & COLMAN LTD., HULL & LONDON (PHARMACEUTICAL DEPT., HULL)

TRADE PRICES

(excl. P.T.)

50-tablet bottle 23/- doz. 26-tablet bottle 13/10 doz.  
8-tablet foil 5/2 doz.  
N.H.S. basic price 300 tablets in foil 7/6

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# 'RADIO-MALT'

TRADE MARK



This is the time for Radio-Malt, the luscious toffee-flavoured favourite. And here is the gay new showcard we've prepared for you. Make sure you have one!

To get your 'Radio Malt' showcard, please ask your B.D.H. representative, or write direct.

	TRADE	RETAIL
Price 1 lb.	2/5½	3/6
" 2 lb.	4/4	6/3

QUANTITY TERMS 5% discount on 3 doz. 1 lb. jars (or equivalent weight of assorted 1 lb. and 2 lb. jars). 7½% discount on 6 doz. 1 lb. jars (or equivalent).

# for radiant health



THE BRITISH DRUG HOUSES LIMITED LONDON N.1

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*From the Carnegie Range of Fine Chemicals*

## ATROPINE AND SALTS

CARNEGIES OF WELWYN LTD

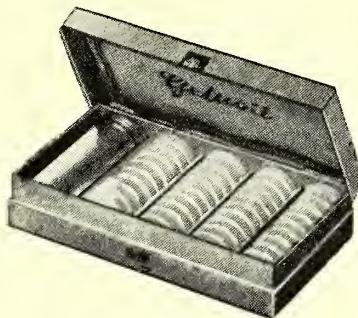
Telegrams: 'CARNEGIES, WELWYN GARDEN CITY'

Telephone: WELWYN GARDEN 5001

(6 lines)



**Why Gelusil  
is Recommended  
for relief of  
Gastric  
Disturbances**



Doctors prescribe Gelusil because it is a clinically proved antacid . . . clinically proved in the treatment of serious gastric disturbances, such as peptic ulcer.

And thoroughly tested in giving relief to *simple* upsets, like indigestion and heartburn. Gelusil has advantages over other antacids, for it is long-acting; it does not cause secondary acid rise; and most important of all it does not cause constipation.

*You, too, can recommend Gelusil*

Gelusil is safe, economical and most effective. You can either recommend the 20-tablet pack at 2/3d. for intermittent sufferers. This pack is well priced for the market. Or you can offer the 4/6d. 50-tablet pack to others. Some people prefer their Gelusil in Suspension form, and to them you can sell the 4/9d. six-ounce bottle.

List price of the 20-tablet pack is 16/6d. per dozen. The 50-tablet box is listed at 33/6d. per dozen (excl. P.T.); and 6 oz. bottles of Gelusil Suspension at list price 36/-d. per doz. (excl. P.T.)

**DISPENSING PACKS.** Also available in dispensing packs of 250 and 500 tablets supplied at list price 9/-d. each and 15/-d. each respectively. (exempt P.T.)

# **GELUSIL**

Dispensing Packs of Gelusil Suspension. (Minimum 6 bottles in container) at 3/- each (exempt P.T.)

# The greatest "selling double" in years-

## ILFORD HPS

THE WORLD'S FASTEST  
ROLL AND 35mm FILMS

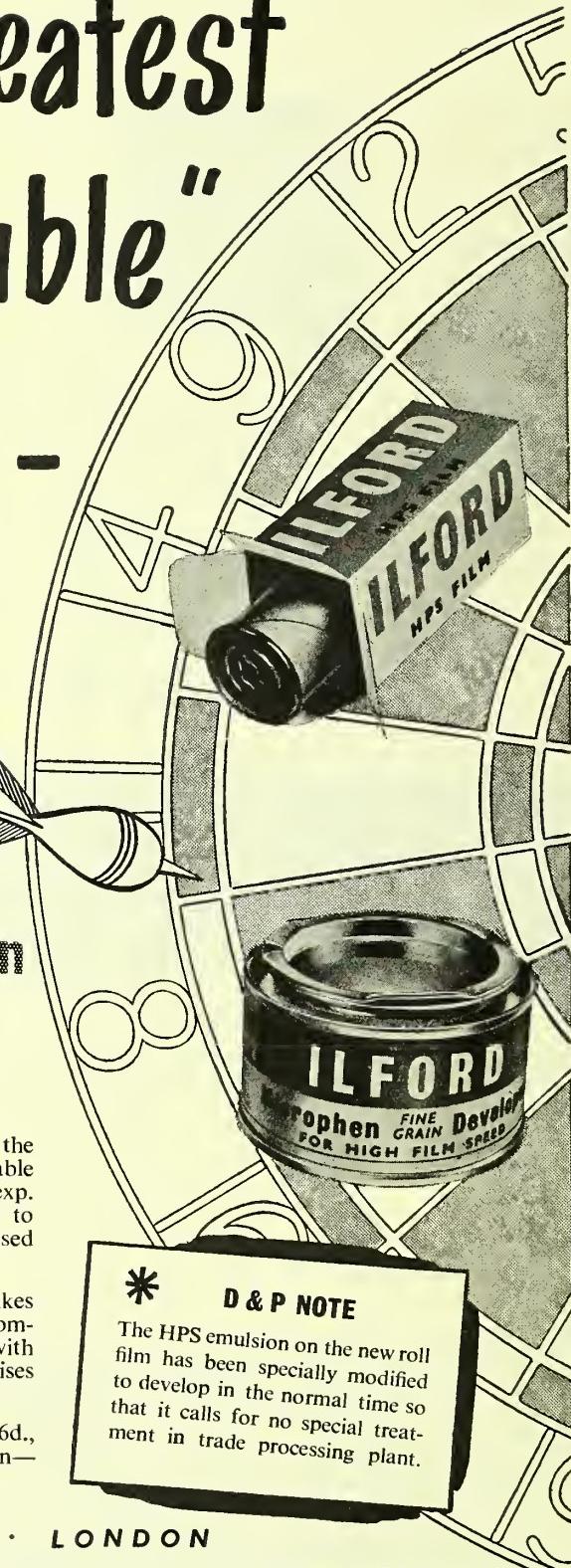
## ILFORD microphen

THE FINE GRAIN DEVELOPER TO  
MAKE THEM EVEN FASTER

The big news is getting around that HPS, the phenomenally fast Ilford emulsion, is now available as roll film (120 size) and 35mm film (36-exp. standard cassettes). No need to remind you to lay in stocks of this latest and greatest sensitised material.

And don't forget that Ilford Microphen makes HPS still faster! Special advertisements are recommending HPS users to complete the picture with this amazing developer which not only minimises grain but increases film speed!

Popular-size tins of Microphen, to retail at 3/6d., make 600 c.c. (21 oz.) of working strength solution—enough to develop five films.



ILFORD LIMITED · ILFORD · LONDON

Trade Showroom : 106/107, High Holborn, London, W.C.1.

Telephone : HOLborn 3401

# NATURAL COLD-PRESSED ALMOND OIL



Almond Oil Presses at Wharf Road.

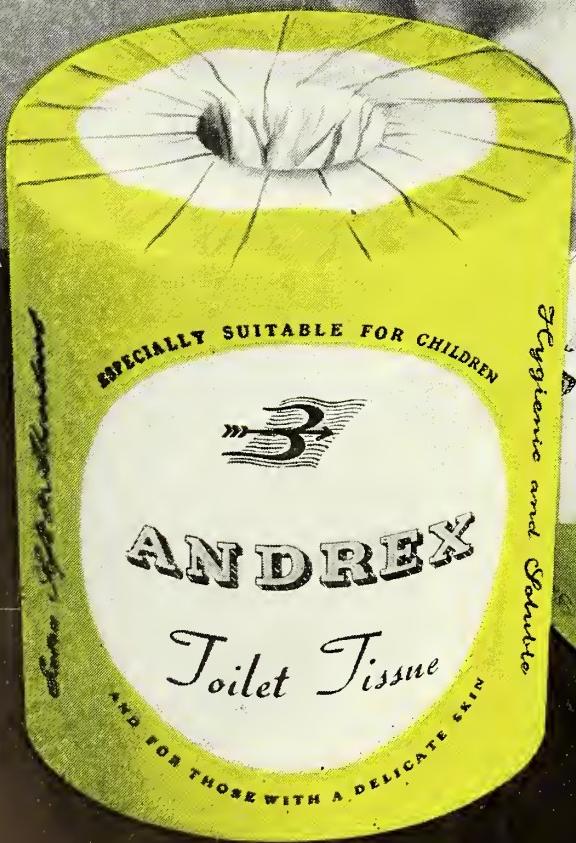
For stability and low acidity there's nothing to touch the natural expressed oils, prepared without chemical treatment, water treatment or heat treatment, in our Wharf Road Works.

This is one of our specialities. We can quote you for genuine Almond or, at a slightly lower rate, for Persic oil expressed from Peach and Apricot Kernels.

**NO CHEMICAL TREATMENT  
NO WATER TREATMENT  
NO HEAT TREATMENT**

} *Unequalled  
Quality*

# StaffordAllenS



HERE'S A PROF

THIS PACKAGE CONTAINS  
2 ROLLS



A BOWATER PRODUCT BRITISH MADE AT ST. ANDREW MILLS

## AndreX is Nationally Advertised throughout the year

AndreX advertisements — many in full colour — are seen by millions in one of the largest campaigns ever for toilet tissue. Display AndreX today and take your share of the bigger business.

# MAKING OPPORTUNITY FOR YOU!

You make 4<sup>\*</sup>d on every roll  
and double that on the double pack

*AndreX is the largest selling soft tissue roll in the country and public demand is increasing all the time.*

★ Actually 3 $\frac{1}{2}$ d.

Order **extra stocks** today from your wholesaler

Single Pack 1/3 each	...	...	Trade 11/1 a dozen
Double Pack 2/4 each	...	...	Trade 20/2 a dozen

# antipeol

*products of proved efficiency*



Their success is due to the incorporation into a proved healing ointment base, of the anti-virus filtrates of the microbes common to most cutaneous, nasopharyngeal and ocular complaints.

● *Indications :*

Immediate efficacy in the treatment of BURNS and SCALDS. Invariably averts surgical intervention in the case of BOILS, whilst ABSCESESSES, ECZEMA, CARBUNCLES, VARICOSE ULCERS, HAEMORRHOIDS and certain types of DERMATITIS are equally responsive.

● *Indications :*

ASTHMA, BRONCHITIS, CATARRH, CORYZA, RHINITIS and many other infections of the naso-pharynx.

● *Indications :*

BLEPHARITIS, CONJUNCTIVITIS, DACRIOCYSTITIS, KERATITIS and other inflammatory conditions of the eye.

AMONG the Medical and Nursing Profession and The First Aid Associations, the ANTIPEOL preparations enjoy a continued and growing popularity. ANTIPEOL Cutaneous Vaccine OINTMENT and its associated products RHINO-ANTIEPOL and OPHTHALMO-ANTIEPOL are highly regarded as simple but effective remedies against even the more virulent forms of skin, nose and eye infections. Wise chemists have been, and are still participating, in the steady sales increases over the years.

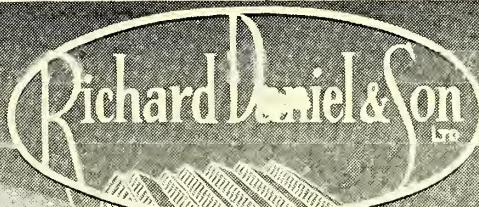
## ANTIPEOL CUTANEOUS OINTMENT

## RHINO-ANTIEPOL PROPHYLACTIC NASAL CREAM

## OPHTHALMO-ANTIEPOL THERAPEUTIC OPHTHALMIC OINTMENT

## MEDICO-BIOLOGICAL LABORATORIES LTD.

CARGREEN ROAD, SOUTH NORWOOD  
LONDON S.E.25



PROPRIETARIES  
SUNDRIES DRUGS  
TABLETS & PILLS

*Manufacturing  
Chemists*

FOR  
CHEMISTS

Head Office & Works Mansfield Road Derby Telephone 48266 (4 lines) Branch Warehouse Grosvenor St. Ashton-under-Lyne Telephone 2816 (3 lines)

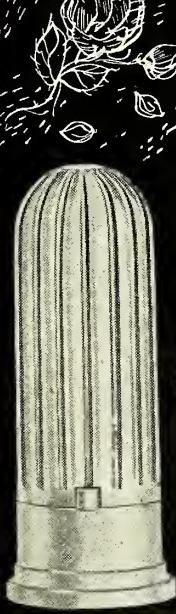
## what's NEW in Tokalon lipsticks . . .

**NEW PACKS:** good-looking turquoise-toned plastic cases

**NEW COUNTER DISPLAY CARDS:**  
showing the full range of eight shades

**TWO NEW SHADES:**  
Mirabelle, a true vivid red  
Flame, a red with a fiery glint

*Counter card listing Tokalon's 8 lovely shades*



The new plastic case,  
trial size, 1/8.  
In gold and black metal  
cases, standard size, 4/6.



# BIG PROFIT EXTRAS for Retail Chemists

## on MOORLAND ANTACID INDIGATION TABLETS and PENETROL BRAND PRODUCTS



**1st extra**

**2nd extra**

A BONUS offer of one FREE packet supplied with every dozen packets of MOORLANDS and PENETROL ordered for delivery up to 30th September. You can order either MOORLANDS or PENETROL or both.

A greater profit margin for you with the NEW Retail Prices now in operation.

### MOORLAND ANTACID INDIGATION TABLETS

	New Retail Price	Wholesale Price
40's	1/2	8/4 dozen
80's	2/2	15/10 "

Quantity Prices are as follows

6 dozen	1/2 @ 7/10	12 dozen	1/2 @ 7/7
6	2/2 @ 14/10	12	2/2 @ 14/4
2 dozen	1/2 @ 8/- and a minimum order of	2 dozen	2/2 @ 15/4
6	1/2 @ 7/10	2	2/2 @ 14/10
6	2/2 @ 14/10	3	1/2 @ 7/10
12	1/2 @ 7/7	4	2/2 @ 14/4
12	2/2 @ 14/4	6	1/2 @ 7/7

Purchase Tax payable on Standard 1 doz. rate @ 25%.

### PENETROL TRADE TERMS

	New Retail Price	Wholesale Price
PENETROL BRAND INHALANT		
small size	2/9	20/- doz. 3 doz. @ 19/3
large size	4/3	34/- doz. 3 doz. @ 32/6
PENETROL BRAND INHALERS	1/11	13/3 doz. 3 doz. @ 12/9
PENETROL BRAND DROPS	1/11	13/9 doz. 3 doz. @ 12/9
PENETROL BRAND TABLETS 15's	1/6	11/- doz. 3 doz. @ 10/10
PENETROL BRAND TABLETS 50's	3/10	26/- doz. —
PENETROL PASTILLES	1/10	13/- doz. 3 doz. @ 12/9
PENETROL QUICK RUB	1/7	11/3 doz. 3 doz. @ 10/10

3 dozen assorted @ 3 dozen rates where applicable.

Purchase Tax payable on Standard 1 doz. rate @ 25%.

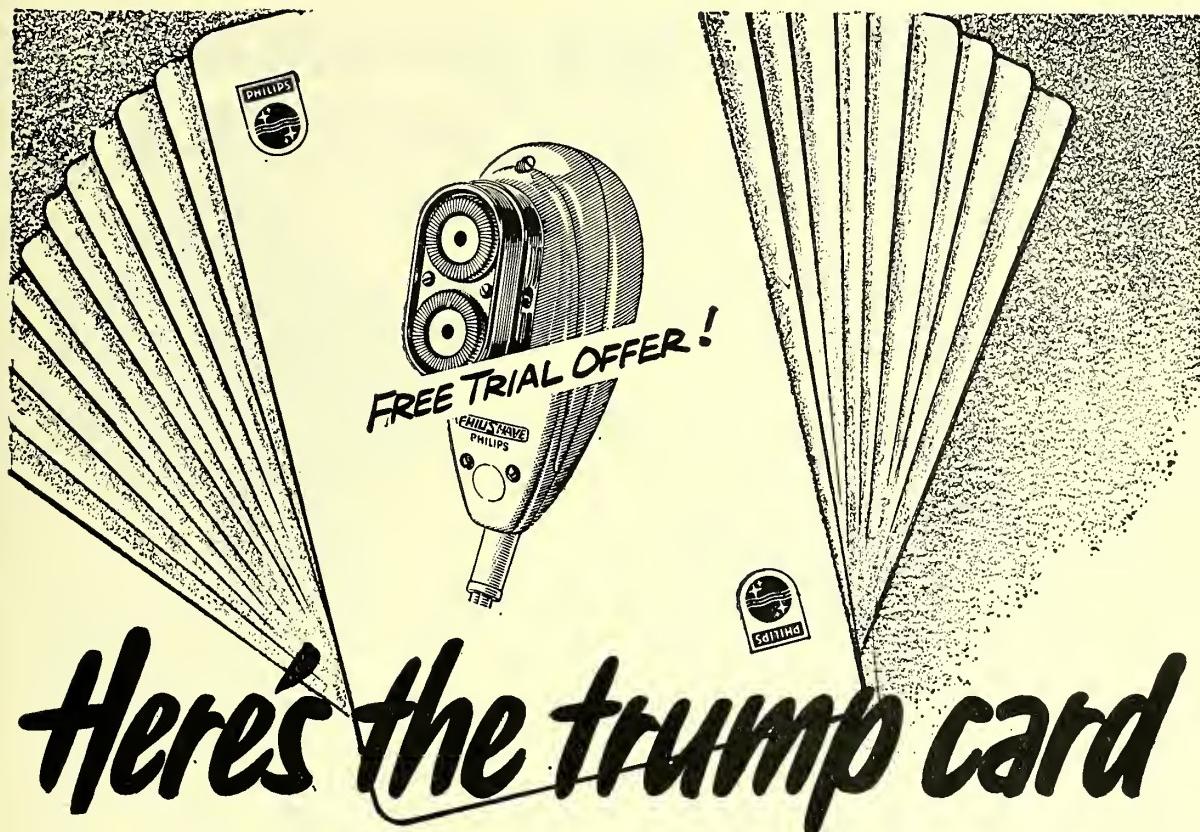
Carriage paid on orders of £2 and over. All cases free.

Supported by INTENSIVE ADVERTISING in Periodicals, National and Provincial Newspapers



**W. B. CARTWRIGHT LTD**  
Manufacturing Chemists  
RAWDON · LEEDS

Starting 10th Sept.  
**MOORLANDS MEMORIES**  
by CANDLEGLOW  
featuring  
Wally Peterson  
on  
**RADIO  
LUXEMBOURG**  
Every Saturday Night from 10 to 10.15



# Here's the trump card

... to win you big, new sales!

Loan a 'Philishave' . . . sell a 'Philishave' ! That's the triumphant success story we're hearing from dealers up and down the land. It just proves that, everywhere, there are men ready, willing and able to buy a 'Philishave'. All they need is a week or fortnight to try the shaver and they'll be back to clinch the sale. To judge from our dealers' reports, a Free Trial Offer almost invariably leads to a sale !

**FREE TRIAL SCHEMES are easy to run**

Philips supply all you need to operate the 'Philishave' Free Trial scheme : showcards, agreement forms, mailing shots, etc. Remember, any shaver returned from a Free Trial should be sent to Philips who will return it to you for stock, sterilized, overhauled and in brand new condition. Fill in and post off the coupon below today !

**REMEMBER THIS !**

Whenever the 'Philishave' is demonstrated at local and national exhibitions, interested visitors are given the name and address of their nearest Free Trial dealers. In future, make sure these 'pre-sold' customers come to *you* !

**COMPLETE AND POST THIS COUPON TODAY !**

To Philips Electrical Limited, Century House, Shaftesbury Avenue, London, W.C.2.

I would like to operate a 'Philishave' Free Trial Offer scheme. Please send me all the display material, and specimens of agreement forms and sales letters.

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

\_\_\_\_\_

DATE \_\_\_\_\_



**PHILIPS** *Rotary Action* **PHILISHAVE**

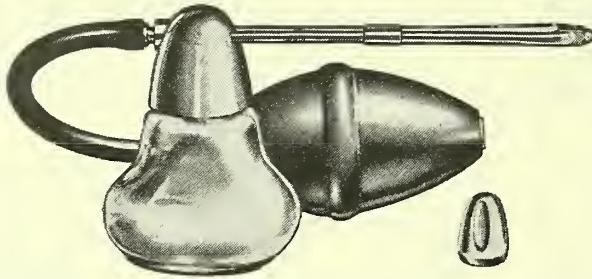
THE DRY SHAVER WITH THE BIGGEST WORLD SALE  
(PS608)

# DEVILBISS

# MEDICINAL ATOMIZERS

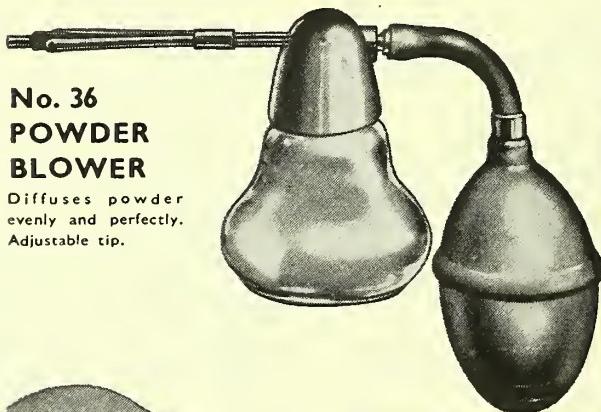
## WITH WORLD WIDE MEDICAL APPROVAL

DeVilbiss Atomizers are approved and recommended by doctors everywhere, as meeting all medical and hygienic requirements. Designed for simple, efficient operation. Write for details.



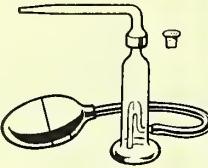
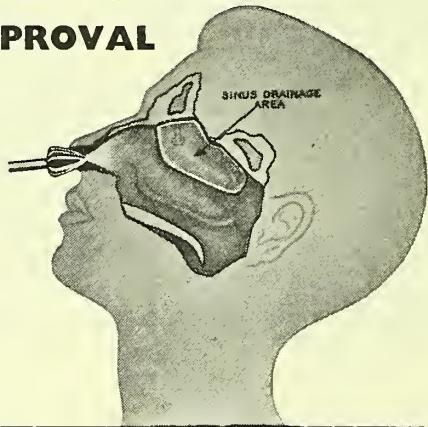
### No. 15 ATOMIZER

A practical hospital and home use atomizer for applying aqueous and oily solutions. With adjustable spray tip and detachable fluted nasal guard.

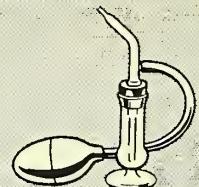


### No. 36 POWDER BLOWER

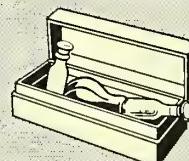
Diffuses powder evenly and perfectly.  
Adjustable tip.



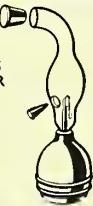
ALL-GLASS NEBULIZER  
No. 5 For inhalations.  
Gives a mist of medium  
fineness.



ALL-GLASS  
ATOMIZER No. 7  
Suitable for oily or  
aqueous solutions.



ALL-GLASS POCKET  
NEBULIZER No. 6. In-  
valuable to travellers.  
With a vial to hold  
extra solution.



ALL-GLASS  
NEBULIZER  
No. 40

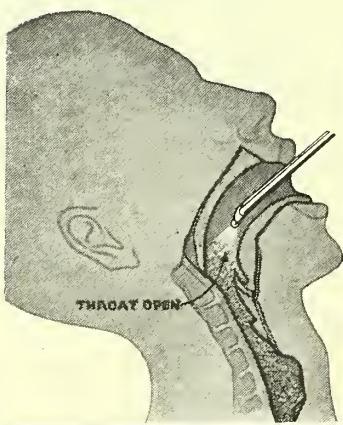
For aerosol therapy. Volume  
of vapour can be increased  
by removing the stopper  
from the vent hole in the  
side.



ATOMIZER No. 82  
A nose and throat spray  
for either oily or aqueous  
solutions.



ATOMIZER No. 29  
Gives a continuous spray,  
with nasal guard. For oily  
or aqueous solutions.



NASAL ATOMIZER  
No. 20. Produces a  
medium spray for either  
oily or aqueous  
solutions.

**AEROGRAPH CO. LTD  
(ATOMIZER DIVISION)**

47 HOLBORN VIADUCT LONDON E.C.1  
TELEPHONE: CITY 4361 (5 LINES)

# Streptomycin

## DC(B)L

is now available in two forms:

**Streptomycin Sulphate B.P.**

**Streptomycin Sulphate Stabilised**

Therapeutically, the products are identical, but Streptomycin Sulphate Stabilised does not discolour in solution; it is, therefore, more pharmaceutically elegant. The two products are offered in the same size vials at the same price.

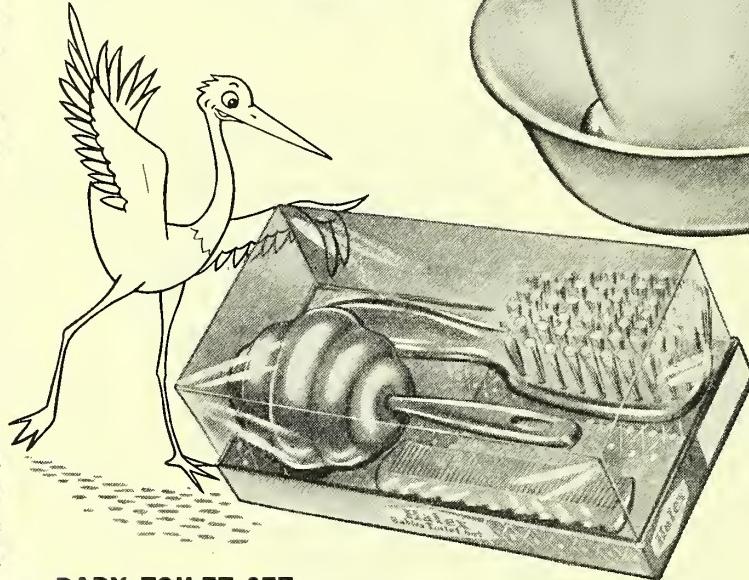
*Distributed by:*

ALLEN & HANBURYS LTD.  
BRITISH DRUG HOUSES LTD.  
BURROUGHS WELLCOME & CO.  
EVANS MEDICAL SUPPLIES LTD.  
IMPERIAL CHEMICAL  
(PHARMACEUTICALS) LTD.  
PHARMACEUTICAL SPECIALITIES  
(MAY & BAKER) LTD.

THE DISTILLERS COMPANY  
*(Biochemicals) Limited*

DEVONSHIRE HOUSE, PICCADILLY, LONDON, W.1

# The New Arrivals!



## BABY TOILET SET

This charming 3 piece set—brush, comb and rattle—is made from polystyrene in ivory, pink or blue. Handsomely packed—Retail price 10/6d.

## HALEX MEALTIME SET

Here's a bright newcomer to the very popular range of Halex Nursery Ware. It consists of a mug and bowl in pink, blue or green—beautifully made in unbreakable polythene and very attractively packed. Retail price is 4/6d, allowing you a generous margin of profit!

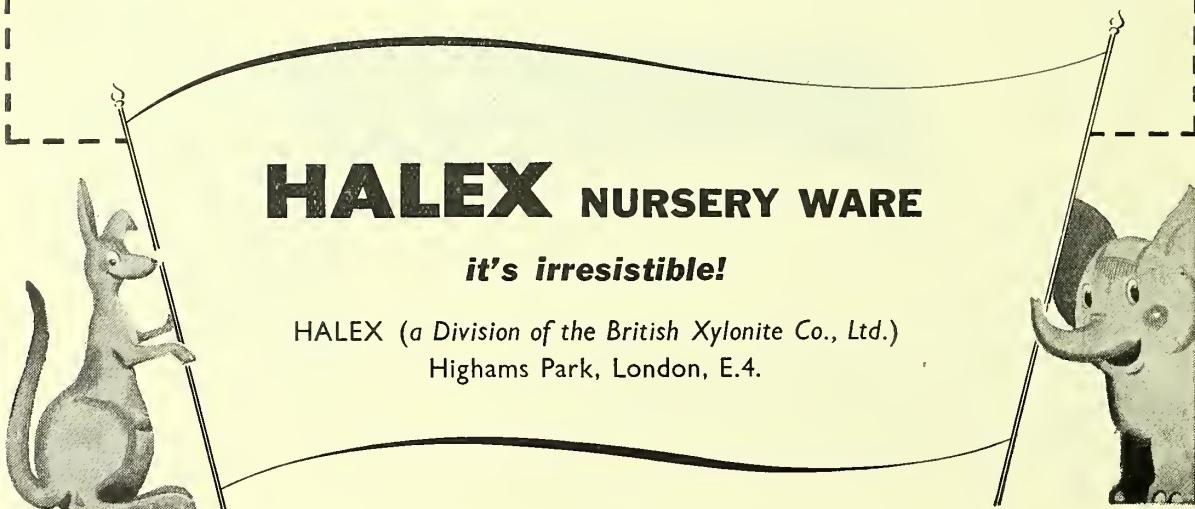
## REMEMBER, HALEX MAKE THE BIGGEST, BRIGHTEST MOST APPEALING RANGE OF NURSERY TOILET WARE—

everything from a Coat Hanger to a complete Babies Toilet Set. Every item in the wide range of Halex Nursery Ware is so very attractively packed. It makes such an eye-catching display. From your usual supplier.

## HALEX NURSERY WARE

**it's irresistible!**

HALEX (a Division of the British Xylonite Co., Ltd.)  
Highams Park, London, E.4.



**Don't be left on the shelf, Mr. Dealer**

# START YOUR OWN FILM LIBRARY with



*Movie-paks*

***They mean business!***

**NEW**

from the G.B. Film Division—a wonderful scheme that means more money for you. Form your own library of 8mm Movie-paks and profit by the vast demand for 8mm hire films. We, at the G.B. Library, will back you up in every way and we will forward to you all hire and sale enquiries received by ourselves from 8mm users in your locality. This scheme must bring you an ever-increasing flow of *regular* customers—all potential purchasers of cine-equipment.

**NEW**

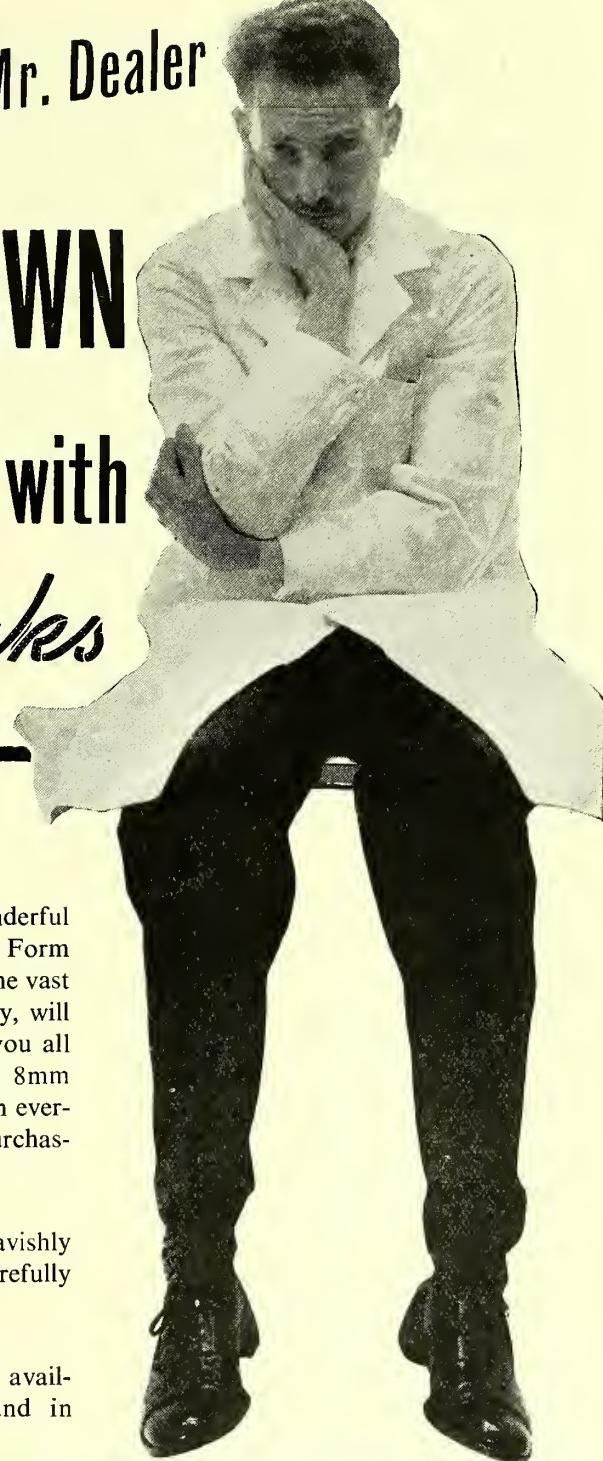
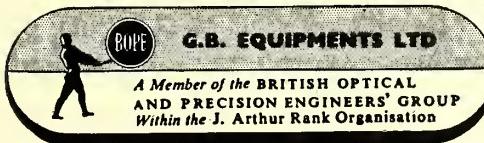
—a catalogue of 8mm Movie-paks. Lavishly illustrated, it describes over 130 films, carefully selected for your 8mm library.

**NEW**

—two brilliant September releases, available in 8mm silent for your library and in 16mm sound and silent for outright purchase.

P.4209 "Hidden Gold". A Hopalong Cassidy Western. Castle Film.

P.4210 "Alaska Sweepstakes". Oswald Rabbit Cartoon. Castle Film.



**POST THIS COUPON NOW!**

To: G.B. FILM DIVISION, Dept. CD/8/55, Aintree Rd.  
Perivale, Greenford, Middlesex. Tel: PERivale 7481  
Please send, without obligation, details of the 8mm  
Movie-pak Library scheme and \_\_\_\_\_ copies of the new  
8mm Movie-pak catalogue.

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

# SEEN THE NEW ADDIS LINES FOR CHRISTMAS?

Both our own representatives and wholesalers are now calling with samples and full details of the new Addis lines for Christmas. If you have not yet seen them, drop us a line and we will be glad to send you all the particulars by return.

ADDIS LTD., BRUSHWORKS, HERTFORD.

**for all your**

**TABLETS**

The COX ORGANISATION offers a combination of outstanding manufacturing and packaging facilities capable of handling orders of any size and of every description.

**ARTHUR H. COX & CO. LTD. BRIGHTON, ENGLAND.**

**ONE OF THE WORLD'S LARGEST TABLET MAKERS.**

# Delavelle

*are on the right lines for*

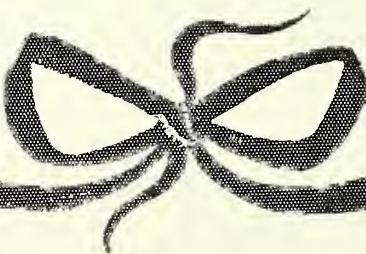
## YOUR

### *Christmas stocking!*

A completely NEW Christmas range, festively boxed (without box charge!)

—MORE attractive—MORE appealing

All gift sets available in Admiration—Blue Orchid—Devon Violets



Come and see this wonderful range for yourself: the Directors and Sales Staff will be happy to give you personal attention at our Christmas showrooms listed below.

ADELPHI HOTEL, LIVERPOOL  
29th August

ROYAL HOTEL, BRISTOL  
29th August

QUEEN'S HOTEL, LEEDS  
5th September

QUEEN'S HOTEL, MANCHESTER  
5th September

BLACK BOY HOTEL, NOTTINGHAM  
5th September

ROYAL TURK'S HEAD HOTEL, NEWCASTLE  
12th September

ROYAL HOTEL, CARDIFF  
12th September

GRAND HOTEL, BIRMINGHAM  
19th September

**Over 16 million  
Advertisements  
with 36,700,000  
readers  
are telling women  
about  
Delavelle  
Products in  
WOMAN'S OWN  
WOMAN'S ILLUSTRATED  
PICTUREGOER  
WOMAN & BEAUTY  
VANITY FAIR  
MODERN WOMAN  
EVERYWOMAN  
WOMAN**

*AT LAST! The perfume he admires most—IS HERE!  
beautiful lady*

# Admiration

**is yours!**

Clever women have always worn perfume to make themselves more attractive, more unforgettable. But what kind of perfume is the most captivating, which perfume will he like best?

Now, at long last, DELAVELLE announce the exquisite, breath-taking answer: an inspired heart-breaker of a perfume, called ADMIRATION—created by Delavelle and actually voted by an independent panel of men

as their favourite. It's a warm, exciting unforgettable perfume, that is quite out of the ordinary, a perfume that provokes just what its name suggests, and what is more, is unbelievably long-lasting.



In his favourite fragrance, find your heart's desire — ADMIRATION!

**by Delavelle**

Creators of the lovable Blue Orchid Perfume

For Perfume Harmony use...



DELADELLE • THIRTY FIVE OLD BOND STREET • LONDON • W.1



It's easy to see that this powerful large-scale advertising is going to produce OUTSTANDING RESULTS! Cash in on YOUR BIGGEST CHRISTMAS PROFITS YET by carrying a wide range of these fast-selling gifts and emphasising their appeal with attractive counter displays.

**Your Delavelle Christmas Gifts will sell on sight!**

# To attract the regular customer, keep the customer regular—

No tears or tantrums with Gelaxin. Children welcome its gentle action, love its tempting flavour. And Gelaxin is very effective in relieving constipation of pregnancy and preventing straining of defaecation in haemorrhoids. Important too — it helps to counter hyperacidity.

-gently, safely with

# GELAXIN

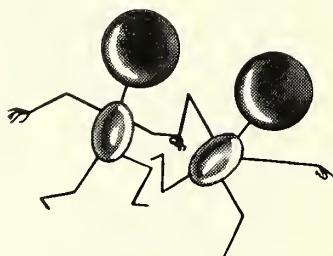
REGD.

**JOHN BELL, HILLS & LUCAS LTD.**

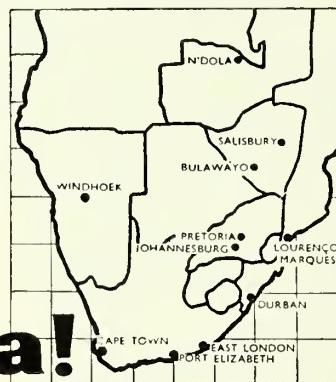
Manufacturing Chemists and Druggists. Oxford Works, Worsley Bridge Road, Lower Sydenham, S.E.26



Let us put you  
on the map  
in



# Southern Africa!



The combined purchasing power of Southern Africa's two and a half million whites and over thirty million Africans makes this territory a land of opportunity for the owners of proprietary products. To overseas manufacturers, we can offer the benefit of extensive on-the-spot experience and unequalled assistance in manufacturing, distributing and merchandising in these territories.

Customers' own material  
processed into

COATED PILLS; TABLETS;  
PASTES; OINTMENTS;  
POWDERS, ETC.



**THERAPION (PTY.) LTD.** Manufacturing Chemists

THIRTEENTH ROAD, KEW, JOHANNESBURG, TRANSVAAL, SOUTH AFRICA  
P.O. Box 70 BRAMLEY

Chairman:  
W. J. ROGERS, Ph.C.  
Managing Director:  
D. BOSWELL, Ph.C.  
A. E. ROGERS,  
F. A. BERRILL, C. G. KERR,  
L. F. CRAIG,  
A. E. GOODMAN

## When sedatives are needed...



BROMIDES are used as sedatives, for insomnia and sea-sickness, and in cases of epilepsy. They are also used in the production of photographic materials.

Whiffens are renowned for their potassium, sodium, ammonium, calcium bromides and other bromine compounds.

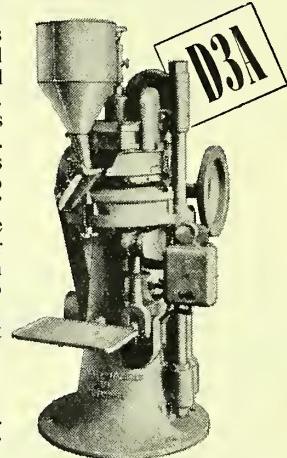
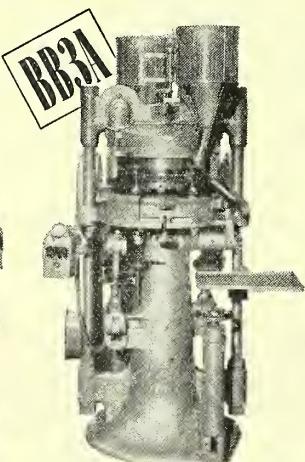
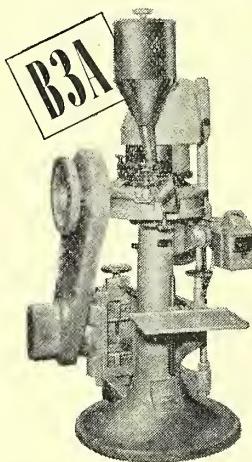
### **WHIFFENS**

*Industrial and Pharmaceutical  
Chemical Division of Fisons Ltd.*



***suppliers of fine chemicals  
for more than 100 years***

★ ★ 3 redesigned models of the ★  
**well tried** **MANESTY** **range of**



**ROTARY  
TABLET MACHINES**

The Manesty B3, D3 and BB3 Models have now been redesigned and all incorporate strengthened upper roll supports and new type pressure rods. These redesigned models are known as the B3A, D3A and BB3A, respectively.

The D3A model is suitable for tablets up to 1 inch in diameter and is also used to some extent for "slugging" purposes. The BB3A model can be supplied with 27 pairs of punches for tablets up to  $\frac{1}{2}$  inch diameter and with 33 pairs of punches for tablets up to  $\frac{13}{32}$  inch diameter.

All models can be supplied for constant or vari-speed drive.

**OUTPUT** { B3A up to 28,000 per hour.  
 D3A up to 20,000 per hour.  
 BB3A (27 punch) 78,000 per hour.  
 (33 punch) 95,000 per hour.

Fully illustrated leaflets on request.

**MANESTY MACHINES LIMITED**

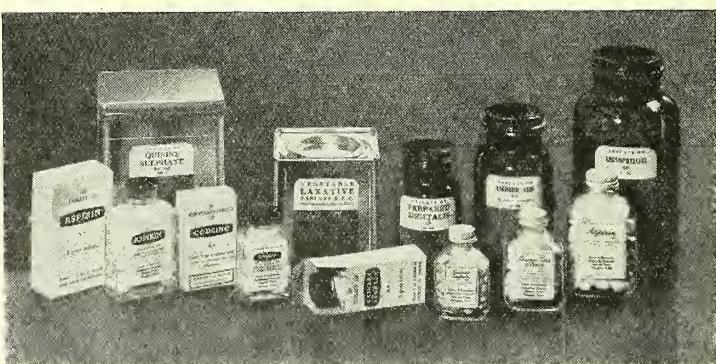
5 EVANS ROAD, SPEKE, LIVERPOOL, 19. Telephone: HUNTS CROSS 1972. Telegrams: MANESTY, LIVERPOOL 19.

AUTOMATIC WATER STILLS • COATING PANS • MIXERS • GRANULATORS • PUNCHES AND DIES • DRYING OVENS



*Packed*  
**Pharmaceuticals**  
bring you this personalised service

Modern presentation—choice of  
56 labels—exclusivity—  
personal imprinting



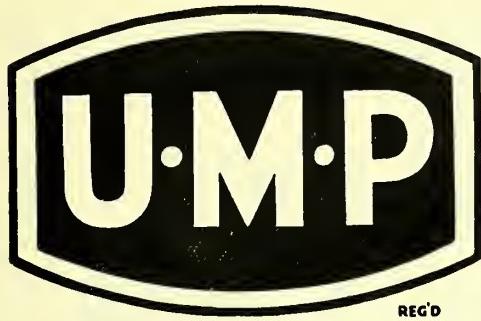
Send today for our new  
Bulk Tablets price list

Please send me your bulk tablets price list as  
advertised in C & D.

NAME.....

ADDRESS.....

S Maw Son and Sons Limited  
Barnet England



*For Tubes  
and Plastics*

If it's  
**UNIVERSAL SERVICE**  
you require, why not  
telephone Pendleton

**4444?**

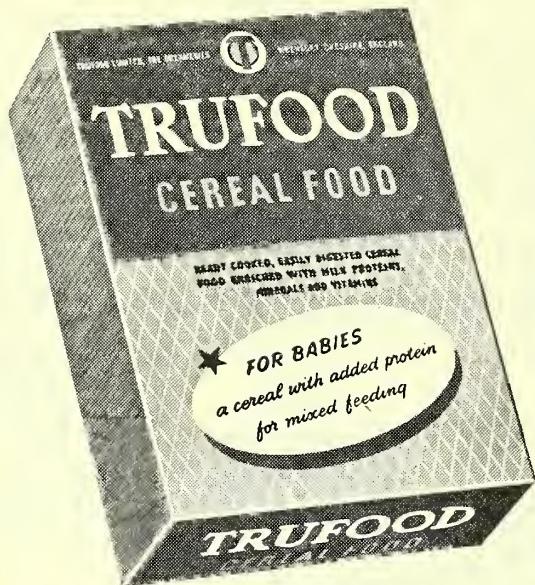


PREFERRED BY  
DISCRIMINATING  
BUYERS

**UNIVERSAL METAL PRODUCTS LTD.**

SALFORD 6 LANCS. Telephone: PENDLETON 4444  
LONDON OFFICE: ARGYLE HOUSE, 29/31. EUSTON ROAD. N.W.1. TEL. TERMINUS 2073

*New National Advertising for*



# TRUFOOD CEREAL FOOD

As a result of the national advertising for Trufood, more and more mothers will be asking for Trufood Cereal Food. This means extra business for you, because Trufood Cereal Food is a "chemists only" line. Make sure of your share of the increased sales, by sending right away for show material and supplies of pre-paid postcards which entitle your customers to free samples.

TRUFOOD CEREAL FOOD has a protein content—including milk protein—of 21.4%.

TRUFOOD CEREAL FOOD, milk foods, SPOONFOODS, are all "chemists only" lines.

TRUFOOD LIMITED, GREEN BANK, LONDON, E.I. ROYAL 7905

TFT 4-419-85

## A Panar Granules (PANCREATIN)

FOR THE TREATMENT OF  
FIBROCYSTIC DISEASE  
OF THE PANCREAS

Bottles of 4, 8 and 16 oz.

Write for Literature to :

THE ARMOUR LABORATORIES  
(ARMOUR & COMPANY LTD.)

HAMPDEN PARK, EASTBOURNE, SUSSEX

Telephone: Hampden Park 740

Telegrams: Armolab Eastbourne

A Source of New Business

# NERVONE

REGD.  
*The Nerve Tranquilliser*

There is an unlimited demand  
for this new Biochemic Tablet.  
Show it — it Sells on Sight!

NEW ERA LABORATORIES LTD

Cecil House, Holborn Viaduct, London

# Sebbix

## the new medically recommended shampoo that deals with DANDRUFF

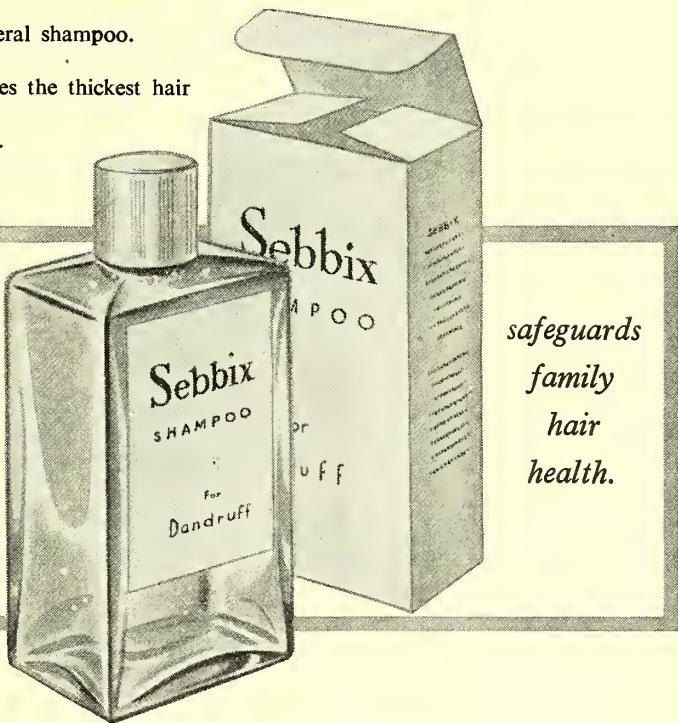
Here is a simple, effective and economical treatment for dandruff, which can be sold with complete confidence, as it is absolutely safe to use. Sebbix is an excellent general shampoo.

Its rich, creamy lather penetrates the thickest hair and leaves it in a readily manageable condition.

### DOCTORS RECOMMEND SEBBIX SHAMPOO

which contains purified fractions equivalent to 2% coal tar and hexachlorophene 1% in a specially formulated soapless shampoo base.

**SEBBIX SHAMPOO** answers a universal need and opens the door to a large market for the chemist. Make that market yours. Stock, display and sell Sebbix shampoo.



*Retail Price : Bottle for 6-8 good shampoos 3/- including Purchase Tax.*

*Trade Price : 23/- per dozen, subject to the usual discounts.*

GENATOSAN LIMITED

Loughborough, Leicestershire



★ GIVE YOUR SALES A

WITH

EVAN WILLIAMS LATEST PRODUCT !

Evan Williams newest preparation  
“NEW LOOK”  
**HAIR CONDITIONING CREAM**  
has proved to be a most popular product. Women love the way it makes their hair so soft yet completely manageable. “New Look” really protects every strand. This is the news that is spreading among women and this news makes business!

SHOW IT  
SELL IT !

Attractively packed and printed in bright colours, this nationally advertised product retails at

1/9 per tube



If it's **EVAN WILLIAMS** it's **GOOD** for business !

**EVAN WILLIAMS CO. LTD., AINTREE ROAD, PERIVALE, MIDDLESEX**

A *quality* counter satchel

*Certor*

No. 4

- ★ MODERN DESIGN
- ★ ATTRACTIVE
- ★ DIGNIFIED

You want to create a good impression with your customers . . . and it is this good impression which the Certor No. 4 Counter Satchel is designed to give. It is quiet and dignified, and in the best modern style.

The Certor No. 4 Satchel—the latest in the series of Certor Counter Satchels and special-purpose bags—is printed on bleached kraft paper in two colours, brown and peach. It has an all-over linen design, with panel on the back for your name and address.

**PRICES**

Per 1,000

Size 5" x 7" x 9½"			
Packing in boxes of 500	1,000	5,000	10,000
Minimum quantity 500	24/-	23/6	23/-

22/6



OWN-NAME PRINTING. Your own name and address can be printed on this satchel at very low rates. Details on request.  
Samples of this and other Certor bags on application.

- If it's paper or made with paper get it from

MACDONALD & SON LTD

HOPE MILLS

POLLARD STREET

MACDONALD'S  
OF MANCHESTER  
MANCHESTER 4

## To prevent AUTUMN LOSSES

Braxy, the autumn killer, has a preference for attacking the best conditioned sheep. The causal organism, *Clostridium septicum*, invades the mucous membranes of the fourth stomach, where it produces a lethal toxin which kills the animal.

Efficient protection can be given by the use of a vaccine containing products of the lysed *Clostridium septicum* and potash alum precipitated toxoid. 'Wellcome' brand Improved Braxy Vaccine has during the past two years proved its superiority over the formolised culture vaccines in previous use. One single dose, 2 c.c., of the Improved Vaccine is generally sufficient to produce a high level of immunity in the injected animal.

In braxy areas where blackleg is also present, combined protection is obtained by the use of 'Wellcome' brand Improved Braxy-Blackleg Vaccine.

### 'WELLCOME' IMPROVED BRAKY VACCINE

in containers of 50 c.c. and 100 c.c.

also

### 'Wellcome' Improved Braxy-Blackleg Vaccine

in containers of 50 c.c. and 100 c.c.

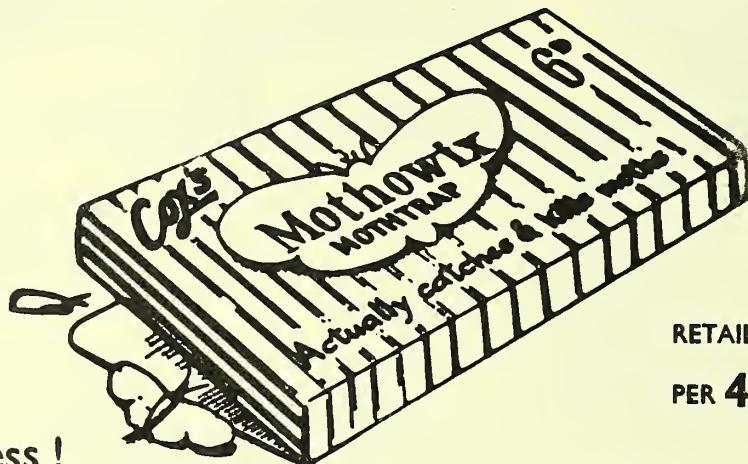
Prepared at THE WELLCOME RESEARCH LABORATORIES, BECKENHAM



SUPPLIED BY

BURROUGHS WELLCOME & CO.  
(THE WELLCOME FOUNDATION LTD.)  
LONDON

# "MOTHOWIX" MOTHTRAP



RETAILS AT **6<sup>d</sup>**  
PER **48/- GROSS**

★ Odourless !

★ Actually catches and kills moths !

order with

THE ORIGINAL

**Cox's**

WELLCOME INSTITUTION  
LIBRARY

Coll.	WelMOMec
Coll.	
No.	

## D.D.T. FLYCARDS

Cox's 3d. D.D.T. FLYCARDS (THE ORIGINAL)	... 24/- PER GROSS
Cox's 3d. D.D.T. CHIMPS...	... " "
Cox's 4d. D.D.T. PARROTS	... 32/- "
Cox's 4d. D.D.T. ROSE BASKETS	... 32/- "
Cox's 6d. MOTHOWIX MOTHTRAPS	... 48/- "

LESS 2½% MONTHLY ACCOUNT

**BONUS TERMS—10% ON ORDERS FOR 3 GROSS**

THIS OFFER APPLIES TO ORDERS FOR FLYCARDS AND MOTHOWIX  
IN ANY ASSORTMENT

JAMES COX & CO., D.D.T. WORKS, STH. HARROW, MIDDLESEX. Telephone BYRON 4326



# Savory & Moore

... the facility of buying Savory & Moore high quality Pharmaceutical Products locally is not without its attractions to "more discerning" customers—the customers who form the backbone of your "goodwill." A display based on the following list of regularly advertised specialities will forge many a link of enduring patronage.

## DR. JENNER'S

Absorbent Lozenges for Indigestion

## MEDILAX

Laxative Pellets

## DENTURAL

Liquid Denture Cleanser

## QUINASP

Influenza Capsules

## TAYLOR'S CIMOLITE

The perfect Talcum Powder

## CHILDREN'S BLACK Currant Linctus

Children love its pleasant taste

Write for particulars  
of bonus display terms



**Savory & Moore**

Standard Works, Lawrence Rd., Tottenham, N.15



# THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland

Volume 164

August 27, 1955

No. 3940

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### EDITORIAL AND PUBLISHING OFFICES

28 ESSEX STREET, STRAND, LONDON, W.C.2

Telephone: Central 6565

Telegrams: Chemicus, Estrand, London

Branch Offices:

BIRMINGHAM, 2: 111 New Street.

Phone: Midland 2921

GLASGOW: 24 Dixon Road, S.2. LEEDS, 16: 32 Wynford Rise,  
Phone: Pollock 4802      West Park. Phone: Leeds 78438

ANNUAL SUBSCRIPTION, which includes The Chemist and Druggist Diary and Year Book, £2. Single copies one shilling each.

# 5 sound reasons WHY IT PAYS TO DISPLAY AND SELL **Endocil**

**1** To link with these advertisements which are part of the series being nationally advertised in :

HARPER'S BAZAAR · WOMAN'S JOURNAL  
 VOGUE · VOGUE BEAUTY BOOK  
 HOUSEWIFE · WOMAN & BEAUTY  
 GOOD HOUSEKEEPING · VANITY FAIR

**2** It is available only through chemists.

**3** A special display discount gives exceptional profit.

**4** The effectiveness of the cream has been proved. This ensures repeat business through you.

**5** Display material is available on demand.

Retail price 5/3d. including Purchase Tax.

ORGANON LABORATORIES LIMITED · BRETTENHAM HOUSE · LANCASTER PLACE, W.C.2

**TO WOMEN OVER 30**

A new hormone cream that penetrates the skin to exactly the right depth



**TO WOMEN OVER 30**

who are concerned about their skins

For every thirty, the main comfort of this First contains a and he of beauty. Second contains which is to the the work.

the

ORGANON



*The*  
**CHEMIST AND DRUGGIST**

Volume 164

AUGUST 27, 1955

No. 3940

## Approved Names SUPPLEMENTARY BRITISH LIST

THE British Pharmacopœia Commission has issued a supplementary list of approved names for drugs. The new names are as follows:—

APPROVED NAMES	OTHER NAMES
Aldosterone	11 $\beta$ :21-Dihydroxy-3: 20-dioxo-4-pregn- 18-al
	Electrocortin
Amiphenazole	Aldocorten
	2:4-Diamino-5-phenyl- thiazole
Bemegride	Daptazole
	$\beta$ -Ethyl- $\beta$ -methylglu- tarimide
Demecolcine	Megimide
	Deacetyl methylcol- chicine
Glutethimide	Colcemid
	$\alpha$ -Ethyl- $\alpha$ -phenylglu- tarimide
Normethadone	Doriden
	6-Dimethylamino-4:4- diphenylhexan-3- one
Oxycinchophen	3-Hydroxy-2-phenyl- cinchonic acid

Communications relating to approved names should be sent to the Secretary, British Pharmacopœia Commission, General Medical Council Office, 44 Hallam Street, London, W.1.

## Five-day Week in Shops

### STATEMENT BY NATIONAL CHAMBER

THE views of the National Chamber of Trade on the proposal for a five-day working week in shops (see *C. & D.*, August 20, p. 189) have been communicated by the secretary of the Chamber to the secretary of the Union of Shop, Distributive and Allied Workers. The Chamber's letter states that its officers have noted the Union's proposal to meet representatives of the Retail Distributors' Association, the Multiple Shops' Federation and the Multiple Shoe Retailers' Association, to discuss the principle of a five-day week for the retail trades. In the absence of legislation to make compulsory any possible agreement reached at the meeting, such voluntary arrangement would have a disturbing effect on the vast majority of those engaged in distribution who, unfortunately, are being excluded from those discussions. The Chamber thinks that provision should be made for the inclusion of the widest field of representation of the retail trades and, unless consultation is invited on that basis the Chamber reserves the right to ignore or re-

ject, as the basis of subsequent discussion, any sectional agreements that may be made now. The Chamber suggests that the field of representation should be immediately widened so that any conclusions reached may have the full weight of opinion and agreement necessary to influence the authorities in introducing any desirable legislation. The letter adds that the subject will be considered by the board of management of the Chamber at its meeting in London on August 30, and will also be discussed at the Chamber's Autumn conference at Southend-on-Sea in October. A copy of the letter has been sent to the secretaries of the three retail organisations named.

## More Poliomyelitis

### HIGHEST WEEKLY FIGURE SINCE 1950

IN the week ended August 13, the provisional total of poliomyelitis cases in England and Wales was 358 (including 194 paralytic cases), the highest figure for this period since 1950. Last year, the comparable total was ninety-five, and in 1953 it was thirty-eight. In Scotland twenty-five cases were notified in the week ended August 13, compared with twenty-two in the corresponding period last year, and seventeen

in 1953. In England and Wales in the week ended August 6, 1955, 307 cases were notified (in Scotland eighteen cases), and in the previous week 244. In the 160 great towns of England and Wales there have been forty-nine deaths from poliomyelitis so far this year (1,149 cases), compared with thirty-nine deaths (609 cases) in the corresponding period of 1954, and 134 deaths (1,393 cases) in 1953.

A Ministry of Health official commented on August 20: "Up to now this summer's incidence has closely resembled that of 1952, when poliomyelitis never reached epidemic proportions. It is, however, still too early to say whether the upward trend will continue at this level. The next week or so should provide a definite clue."

## Trade Practices

### THREE "REMEDIES" SUGGESTED

DISCUSSING trade associations at the Oxford University business summer school on August 21, Mr. C. N. Ward-Perkins (Fellow of Pembroke College) suggested three remedies for practices operated by manufacturers which might be against the public interest. The first was publicity. The speaker maintained that if there were a lot of publicity people would not do anything that is manifestly wrong; secondly, "there should be a review of those practices by a disinterested body," said Mr. Ward-Perkins. That was the work of the Monopolies Commission. Thirdly, all restrictive practices collectively enforced must be registered. There were certain restrictive practices which should be prohibited by statute.



HARVESTING ENGLISH LAVENDER : Men cutting the lavender crop in recent weeks at an English herb farm. The harvest is early this season on account of the long spell of summer weather.

Resale price maintenance collectively enforced was one of those. The question was whether collective practices designed to limit competition were always in the public interest.

## Isotopes Prices Down

USERS SAVE 20 PER CENT.

THE United Kingdom Atomic Energy Authority is reducing the price of iodine 131 and colloidal gold 198 distributed from the Radiochemical Centre, Amersham. Both isotopes are used extensively for treating disorders of the thyroid gland and lymphatic system. Increasing demand and improved manufacturing efficiency at Amersham have reduced costs, and made possible to the average isotopes user a saving of about 20 per cent. Both isotopes are in ample supply, and can be delivered by air to any part of the world at short notice. The new prices are: Iodine 131, in carrier-free solution, minimum charge £1 for one millicurie and 3s. 6d. per millicurie thereafter; iodine 131 in sterile solution, minimum charge £2 for one millicurie and 3s. 6d. per millicurie thereafter; gold 198, in a colloidal solution, minimum charge £5 for fifty millicuries and sixpence per millicurie thereafter.

## Food and Drug Chemistry

COURSE OF SPECIAL LECTURES

A COURSE of lectures and practical work based on the syllabus of the examination for the Fellowship of the Royal Institute of Chemistry (branch E) is being held at the department of chemistry, Chelsea Polytechnic, Manresa Road, London, S.W.3, extending over two complete sessions, commencing September 27. The course will cover the chemistry and microscopy of food, drugs, and water. Enrolment is at the Polytechnic from 6 to 8 p.m. on September 21. Particulars can be obtained from the principal.

## N.H.S. Costs

REDUCTIONS PLANNED?

THE Minister of Health is planning to cut the rising cost of the National Health Service, according to an article by the *Daily Express* political correspondent, published in that paper on August 24. The article says that the Minister is hoping for ideas from the report of the Guillebaud committee, which is expected to be presented in a few weeks' time. The service is stated to be costing more than £463 millions in 1955-56 against £439 millions in 1954-55. The article says that the Minister "may be hard pressed to peg costs to present level without policy changes."

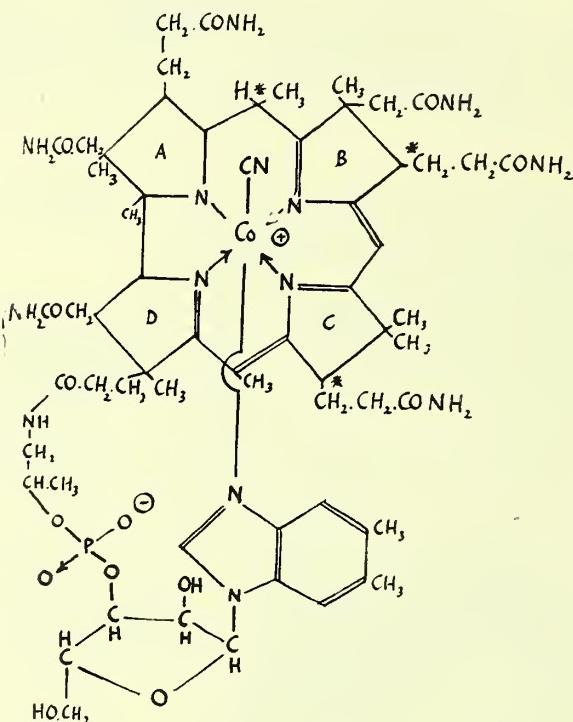
## IRISH NEWS

### Agricultural Institute

EIRE'S £2 MILLIONS PLAN

A PROVISIONAL plan for the erection and equipment of an institute of agricultural science has been outlined by Mr. John Costello (Prime Minister of Eire). The cost, £2 millions, will come out of £6 millions provided by Marshall Aid.

## VITAMIN B<sub>12</sub> STRUCTURE



The structural formula of vitamin B<sub>12</sub> as it was given in a communication to *Nature* (August 20, p. 329) over the signatures of R. Bonnett, J. R. Cannon, A. W. Johnson, I. Sutherland and A. R. Todd, University Chemical Laboratory, Cambridge; and E. Lester Smith, Glaxo Laboratories, Ltd., Greenford, Middlesex (see also C. & D., August 20, p. 201). The asterisks mark activated positions at which substitution would be expected to result from chlorination.

## INTERNATIONAL FEDERATION

### Subjects of sectional papers to be presented in London

THE following subjects are being dealt with at symposium sessions of the university (scientific) section during the general assembly of the International Pharmaceutical Federation (see C. & D., January 15, p. 61):—

At 9.30 a.m. on September 20: "The Pharmacy of Blood, Blood Products and Blood Substitutes":—(a) Blood-clotting mechanisms (principal speaker: Professor E. Jorpes, Sweden); (b) Blood Products (principal speaker: Professor L. Revol, France); (c) Particle Size of Plasma Substitutes (principal speaker: Dr. H. Campbell, Great Britain).

WEDNESDAY (September 21), at 9.30 a.m., "Recent Advances in Pharmaceutical Analysis":—(a) Infra-red Spectroscopy (principal speaker: Dr. T. Canback, Sweden); (b) Gas Liquid Chromatography (principal speaker: Dr. A. T. James, Great Britain); (c) Electrometric Titrations (principal speaker: Dr. L. Novacic, Italy). At 2.30 p.m., "Ion Exchange":—(a) Clinical Applications (principal speaker: Dr. W. W. Payne, Great Britain); (b) Analytical Applications (principal speaker: Dr. O. E. Schultz, Germany); (c) Other Technical Applications (principal speaker: Professor J. Buchi, Switzerland).

THURSDAY (September 22), at 9.30 a.m., "Tests for the Sterility of Pharmaceutical Preparations":—(a) Statistics of the Design and Interpretation of Tests (principal speaker: Mr. D. Maxwell Bryce, Great Britain); (b) Technique of Sterility Testing (principal speaker: Mr. G. Sykes, Britain).

A limited number of free tickets for each of the symposia are available from the secretary of the organising committee of the I.P.F. Assembly, 17 Bloomsbury Square, London, W.C.2.

The *Union Mondiale de l'Histoire de la Pharmacie* is meeting as follows:

At Friends House, Euston Road, London, N.W.1, at 7.30 p.m., on September 20: Introduction by Dr. M. Bouvet, Paris (president of the *Union*); opening address of the official meeting of the *Académie Internationale d'Histoire de la Pharmacie*, by Mr. G. E. Dann, Kiel-Kronshagen (first vice-president of the *Académie*); address prepared by Professor G. Urdang, Madison (president of the *Académie*) and presented by Professor G. Sonnedecker; report of the secretary-general (Dr. P. H. Brans, Rotterdam); installation of new members; paper by Miss Agnes Lothian, London, on "Vessels for Apothecaries in London Collections"; presentation of third George Urdang medal. Symposium "On the Part Played by Pharmacists in the Discovery of Coal-gas":—*Les Pharmaciens Français et la Découverte du Gaz de l'Eclairage* (Dr. M. Bouvet and Mr. R. Derouille, Paris), The Birth of the British Gas Industry (Mr. E. G. Stewart, Richmond); J. P. Minckelers, the Inventor of Gaslighting (Dr. D. A. Wittop-Koning, Amsterdam).

In the Senate House, London University, at 10 a.m. on September 21: General Assembly of the *Union* (open to officials only).

In the Senate House, London University, at 2.30 p.m. on Sep-

tember 21. Papers on the history of pharmacy: *La Vente des Remèdes secrets anglais en France avant 1803* (Dr. M. Bouvet, Paris); The Bowl of Hygeia as a Pharmaceutical Symbol (Professor Dr. G. Sonnedecker, Madison, Wisc.); *Klaproths Wandlung zum Antiphlogistiker* (G. E. Dann, Kiel-Kronshagen); Dutch Editions of English Pharmacopeias (Dr. D. A. Wittop Koning, Amsterdam); Linné in England (Professor Dr. O. Zekert, Vienna); The case of British Consul Mr. Hodges (N. Jaksevac, Belgrade); *Pharmacopées du Nord de la France* (Inspecteur Jean Vasse, Paris); Theodor Fontane in England (Dr. Hans Dieckmann, Bielefeld); Pharmaceutical Equipment (colour film) (Miss Agnes Lothian, London).

## NEWS IN BRIEF

THE July arrangements for the pricing of prescriptions (see *C. & D.*, July 2, p. 3) are to continue during September, October and November.

THE science committee of the British Medical Association has appointed a subcommittee to investigate the increased number of accidental deaths from coal-gas poisoning.

MAIDENHEAD branch of the National Union of Railmen has passed a resolution, to be submitted to the local Executive Council, asking that late-duty chemists should remain open for half-an-hour after doctors' surgeries have closed.

AN Amendment (No. 3) to the Ship Captains' Medical Guide, 1952, recommends the use of chloroquine tablets instead of quinine and Paludrine or mepacrine for the treatment of malaria, Paludrine being now recommended only for the prevention of the disease; it also revises the doses of sulphadimidine in the treatment of venereal disease. Copies of the Amendment are available from H.M. Stationery Office, price sixpence.

## SPORT

**Golf.**—LONDON CHEMISTS' GOLFING SOCIETY at Sudbury on August 18. *Butler & Crispe* prize, G. Bremner (13), 69; *British & Colonial cup*, H. A. Coward (18), 71; *Professor Flint cup*, H. Davis (13), all square on bogey. Other leading scorers, H. R. Dawson (17), 73; A. S. Jerwood (20), 74; D. Banks (17), 74; B. F. Tisdall (10), 76; A. E. Honeyman (24), 76.

### SOUTH LONDON CUP-WINNER



The donor of the Verona cup (Mr. Vernon Powell) (right) presents the cup to Mr. Jack Martin, M.P.S., Crawley, after a bogey competition of the South London and Surrey Pharmacists' Golfing Society held on August 10 (see *C. & D.*, August 20, p. 191). On Mr. Martin's right is Mr. Swindells (president of the Society); and at the back are (left) Mr. G. G. Jamieson (secretary), and (right) Mr. G. G. Watt (treasurer).

## TOPICAL REFLECTIONS

By Xrayser

### Films and Filmstrips

Your decision to review historical and educational filmstrips in a manner similar to book-reviewing is one calling for commendation, and I feel sure readers will look forward to further instalments of the series so successfully dealt with on p. 203. It is inevitable in a world which looks increasingly at pictures, through the medium of the cinema and television, that the appeal to the mind should be more and more visual. Indeed, the possibilities in education through the screen are still far from being realised. By the nature of things, the cinema has laid more stress on entertainment than on teaching. Properly used, as an adjunct to reading, there would seem to be unlimited scope for the use of the visual aid, and, to judge from the reviews published, an attempt is being made to gain the immediate interest through the picture and so whet the appetite for a more sustained and leisurely extension of knowledge by reading. Properly presented, as those filmstrips appear to be, they will hold the attention of the student in an effortless manner. But such a form of education can be only supplementary. The library is not likely to be supplanted.

### Lister and Others

The filmstrip of the life of Lister opens up many thoughts, as both the man and the place of his birth impinge at some time on the lives of people famous in history, in medicine and in pharmacy. Lister was born in the village of Upton, in Essex. He was the son of a wine merchant who took more than a passing interest in science. Indeed, his contributions to scientific knowledge were sufficient to cause the Royal Society to elect him a Fellow. The career of the younger Lister is too well known to require comment, but it will be recalled that his work brought him into close touch with James Syme in Edinburgh, when the latter was at the height of his fame. Syme was one of those extraordinary people who, in addition to acquiring a world reputation in his own field, found time to experiment in other directions, and in 1818 he sent a letter to the *Annals of Philosophy* drawing attention to the fact that caoutchouc was soluble in coal tar, whereupon a grateful Mr. Macintosh took out a patent for waterproofing. Dr. John Brown, physician and essayist, wrote a human and touching essay on Syme, in which he tells of being apprenticed to the great surgeon. "He was my master—my apprentice fee bought him his first carriage, a gig, and I got the first ride in it—and he was my friend," says Brown. Lister owed much to Syme, and perhaps more to Agnes, his daughter, whom he married and who acted as his secretary through many years.

### Upton

The little village of Upton in the seventeenth century was remarkable for a botanic and physic garden which was, in many respects, almost unrivalled. The inspiring and guiding hand was that of Dr. John Fothergill, who, like the Listers, was a Quaker. Fothergill had plants and trees brought from abroad, and succeeded in growing a species of cinchona. The garden and the parkland were famous, and in later years the house maintained its connection with the Society of Friends, on its acquisition by the wealthy Samuel Gurney, brother of Elizabeth Fry. Ham House, with the reforming Elizabeth in an adjacent property, must have been the scene of many comings and goings at the time of the great work of Mrs. Fry in the prisons of London. The Quakers of that period wielded immense influence, exemplified also in their tenacious and courageous fight to abolish slavery. And it is here that pharmacy is linked up in the person of William Allen, first president of the Pharmaceutical Society, whose philanthropic activities brought him into close contact with Gurney, Elizabeth Fry and Stephen Grellet. The original garden of Dr. Fothergill and the parkland surrounding his house are no longer a country estate at the village of Upton in Essex. Today the ground is the public park of West Ham.

## BRITISH PHARMACEUTICAL CONFERENCE, ABERDEEN, 1955

## LOCAL OFFICERS AND COMMITTEE



Mr. W. T. Elder  
CHAIRMAN



Mr. A. A. Meldrum  
DEPUTY-CHAIRMAN



Mrs. L. A. Page  
CONVENOR LADIES' COMMITTEE



Mr. W. A. Park  
TREASURER



Mr. G. L. Dickie  
SECRETARY

THE British Pharmaceutical Conference is meeting at Aberdeen, August 29 to September 2. A time-table of the Conference is given in the right-hand column.

MR. W. T. ELDER, chairman of the Conference local committee, has two pharmacies in Aberdeen. He is a member of the Pharmaceutical Society's Council. He is a past-president of the Aberdeen Pharmaceutical Association, a former secretary (for eleven years) of the Aberdeen and North-eastern Scottish Branch of the Society and a past-president of the Chemists Federation and a member of its council for ten years. He is a member of Aberdeen Pharmaceutical Committee and a member of the executive of the Scottish Pharmaceutical Federation. Mr. Elder was apprenticed to the late Mr. P. A. Abel, Inverurie. He served in the 1914-18 war and qualified in 1922. He has been in business in Aberdeen for about twenty-eight years.

MR. A. A. MELDRUM, deputy chairman of the Conference local committee, has been in business on his own account in Aberdeen for some twenty-eight years. He was president of the Pharmaceutical Society, 1950-51. He is a past-president of the Aberdeen Pharmaceutical Association and a past-chairman of the Aberdeen and North-eastern Scottish Branch of the Pharmaceutical Society. Mr. Meldrum qualified in 1920 and after gaining experience in London and Braemar, purchased a business in Tarland, Aberdeenshire. He transferred from thre after about seven years to

Mount Street, Aberdeen, where he is still in business. He was co-opted to the Society's Council in 1943, remaining a member until he resigned in 1953.

MR. W. A. PARK, M.P.S., treasurer of the local committee, is a director and the superintendent of Davidson & Kay, Ltd., Aberdeen. He is chairman of the Executive of the Scottish Department of the Pharmaceutical Society. He was chairman for three years, vice-chairman for two years, and treasurer for twenty-one years of the Aberdeen and North-eastern Scottish Branch of the Pharmaceutical Society and at present is convenor of the business interests committee of the Aberdeen Pharmaceutical Association. Mr. Park was apprenticed to Watt & Stephen, 1 Chattan Place, Aberdeen, commencing with Davidson & Kay as an "improver" in 1919. He qualified in 1922, returning to Messrs. Davidson & Kay as second qualified assistant. In 1925 he set up in business on his own at Kittybrewster. He was asked to return to his old firm in 1928 and agreed to do so. He was appointed a director in 1935.

MR. GEORGE L. DICKIE, M.P.S., secretary of the Conference local committee, is a director of William Davidson, Ltd., wholesale chemists, Aberdeen. He has been secretary of the Aberdeen and North-eastern Scottish Branch of the Pharmaceutical Society for three years. Mr. Dickie qualified in 1937. From 1937 to 1942 he was in business on his own account. He served in the Royal Navy, 1943-46, joining Messrs. Davidson on demobilisation.



Garthdee House, Aberdeen, where the Conference garden party is being held on Wednesday.

## CONFERENCE TIMETABLE

TIMES of morning events are given in light, afternoon events in heavy, types:

## MONDAY

- 3.15 : At Music Hall, Union Street. Buffet tea.
- 4.00 : At Music Hall. Opening session and address by Conference chairman.
- 7.30 for 8.00 : At Beach Ballroom. Civic reception and dance.

## TUESDAY

- 9.30 : At Music Hall. Science session. Ladies' excursions.
- 1.00 : Luncheon.
- 2.15 : At MacRobert Hall. Symposium session. Ladies' excursions.
- 8.00 for 8.30 : At Marischal College. University reception.

## WEDNESDAY

- 9.30 : At Music Hall. Science session. Ladies' excursions.
- 10.00 : At MacRobert Hall. Branch Representatives' meeting.
- 1.00 : Luncheon.
- 2.15 : At Music Hall. Science session. (if necessary). At Garthdee House. Garden party for ladies. Branch Representatives' meeting (continued).
- 7.0 for 7.30 : At Music Hall. Conference banquet.

## THURSDAY

- 9.30 : Conference excursion to Royal Deeside (evening free).
- 8.30 : At Gloucester Hotel. Informal gathering of National Association of Women Pharmacists.

## FRIDAY

- 9.30 : At Music Hall. Science session.
- 1.00 : Luncheon.
- 2.15 : At Music Hall. Science session. Sports.
- 4.00 : Buffet tea.
- 4.30 : At Music Hall. Closing session.
- 7.30 for 8.00 : At Beach Ballroom. Conference ball.



**LOCAL COMMITTEE OF THE BRITISH PHARMACEUTICAL CONFERENCE** (see opposite page). Front row : Messrs. W. A. Park, G. L. Dickie and W. T. Elder, Mrs. L. A. Page and Mr. A. A. Meldrum. Back Row : Messrs. R. J. Cowie (publicity), R. S. Miller (excursion), W. C. D. Bain (entertainment), J. A. Young (sports), G. P. Fyfe (housing), and W. R. McNeill (transport).

## AUTOMATIC FACTORIES

### What automation means to a production engineer

AT a conference on "The Automatic Factory—What does it mean?", organised by the Institution of Production Engineers recently, Mr. F. G. Woppard, M.B.E., read a paper on "What Automation Means." Mr. Woppard said, among other things:—

Automatic operation is not new. Many process plants have been subject to automatic operation and control, in whole or in part, for a long time—among them paper-making, printing, flour-milling, chemical manufacture, petroleum products, food preparation. What is new is the extension of automatic operation to . . . industries based on engineering practice, the adoption of controls—electronic or otherwise—and the institution of feed-back apparatus and servo-mechanisms to ensure that accuracy is maintained within predetermined limits.

Is it true that ultimate automation will be achieved in the next decade? If by that term is meant a factory entirely without machine operators, the answer is probably in the negative. Automation will only be adopted when there is economic justification for such a course. The economic reasons may not be dictated by monetary considerations only; there may be a shortage of labour; the tasks may be too heavy for the operators or they may be dangerous to health or inimical to life or limb.

The advantages of automation are:—  
 (a) saving of direct labour  
 (b) economy in floor space  
 (c) lower inventory of work in progress  
 (d) greater control of processing  
 (e) cheaper operating heads on the machines  
 (f) automatic inspection of the work-piece  
 (g) much fuller utilisation of machine capacity.

Until the advent of the automatic transfer machine little had been done,

mechanically, to expedite the loading and unloading of work-pieces into machines. With automatic transfer and automation, that part of the operation is as near 100 per cent. efficient as it is ever likely to be. The economy in floor space may represent a saving of 25 to 50 per cent. The economy in the manufacture of machine heads is not strictly due to the adoption of transfer machines; such simplification of the machines could have been carried out under any system of manufacture. But the advent of automatic transfer machines led to re-thinking on the part of machine tool designers, with that satisfactory result.

#### Is Automation a Good Thing?

We should ask: "Is machinery beneficial or inimical to mankind?" Linked with that is the query: "Is the factory system opposed to the interests of mankind?" Those questions have been asked time and again, and we must endeavour to answer them, because automation can exist only in the factory, and is dependent on the continual improvement of machinery. For the production engineer there would appear to be only one answer; but production engineers are apt to be biased. It is no exaggeration to say that, but for machine power, slavery might still exist. The abolition of slavery (in 1833 in the British Colonies and 1863 in the United States), was largely due to the invention of the rotative steam engine in 1783. Its rapid development in the succeeding years challenged the economic as well as the moral justification for the use of slave labour. Actual or near-slave labour is not unknown in the under-developed regions of today. Next, it was found necessary in 1819 to pass an Act of Parliament to prevent children from being worked for more than twelve hours a day—that is, seventy-two hours a week, since there was no Saturday

half-day. One hundred years ago sixty hours constituted a normal working week. Fifty years ago, as an apprentice, I worked a fifty-four-hour week with sometimes eighteen hours overtime. Today we have arrived at a forty-four-hour week: thus in 100 years we have had a reduction of normal working hours amounting to over 25 per cent. Where two-shift working is established, hours are usually reduced to forty a week. During the past century real wages have increased by about 250 per cent.

#### Workers' Improved Lot

That improvement in the lot of the worker has been accompanied by a much wider range of available goods and therefore a greater demand. People today have, quite rightly, more wants. Such demands explain why, though people are better off, there is still considerable pressure on the family purse.

Since the 1939-45 war there has been the burden of repairing war damage and rehousing much of the population. Preventive armament has been on a vast scale and a conscript army maintained. Old people are enjoying pensions and the school-leaving age has been raised. Nevertheless, we are able to support all those calls on the common purse and to provide a shorter working week with a higher standard of living. That has only been accomplished by the greater use of machinery associated with improved efficiency in management. We can, I think, anticipate that automation, which is an extension of self-acting and self-controlled machinery, will, in the long term, continue and expand those benefits, though there may be certain short-term problems to examine.

The effects of automation will be felt in proportion to the scale and to the rapidity of its adoption. The installation of one or two automatic

transfer machines in a few factories would make little difference to life in the factory or to the outside world. A wholesale change to ultimate automation could have a profound effect.

It would appear that management in all its phases will have to be more thorough, more co-operative and more communicative. Nothing can be left to chance or allowed to remain in abeyance when the whole factory is so closely integrated and keyed up to a higher tempo than ever before. In the automatic factory, managers will have to become more co-operative and more imaginative in their co-operation. There will be a need for closer team-work both up and down the executive and across the functional lines of the organisation. The gift of prophecy will be a near-essential, for it will be important that all possible difficulties shall be foreseen, that, in fact, as far as is humanly possible, all action shall be the outcome of anticipation rather than adjustments arising out of default.

Instructions will need to be more fully considered, less tentative, more explicit and positive, than hitherto. Transmission of communications will need to be quicker. Radio will be pressed into service. Television is already being used in Britain as well as in the United States as a means of assisting works communications. Lest that should conjure up visions of "big brother" shouting his instructions from head office, I point out that the organisation will need to be segmented according to its several functions, with executive leaders for every segment. It is between those that the swift communication and the instant co-operation will be required. It will be essential to convince supervisors and work-people that the company's aims are worthy, that the methods it adopts are necessary, and that the machinery will function as intended. Those ideas must become articles of faith among the staff if the full reward is to be reaped. Incidentally, I am told that selling automation to existing supervisory staff is much more difficult than convincing the shop-floor worker that it is desirable.

#### More Supervisors Needed

The number of supervisors and junior executives required in the automatic factory will be greater than in those of today. They will be in charge more of machines than of men, of whom there will be few. They will be less like foremen and more like shift engineers in ships or in an electric power station. They will be alert to every change in the tempo of the machinery, and they will need to cultivate that indefinable sixth sense that will detect, immediately, anything liable to impede the natural flow of production. Although there will be fewer workers on the floor there will be a greater need of understanding between the supervisors and those few.

On the shop floor there will be stock men and there may be machine loaders and unloaders—though it is likely that the latter functions will be taken over by inter-operation devices; there will be a few machine operators, rather like caretakers; there will be more tool-

setters, maintenance men and technicians allocated to each group of machines. There will, of course, be sweepers and cleaners, but even their functions may become part of the automatic set-up. The machines will signal for attention when a change of tools is needed and the tools will be waiting, ready sharpened and pre-set, in the tool cribs alongside the toolometer which gives the warning.

There will, of course, be viewers until the inspection function, in turn, becomes automatic. Then the viewer will become an electronic technician. It will be observed that most of the men must be first-rate mechanics and, if they have not already acquired it, they will be approaching supervisory status. They will be keen and intelligent men. They will have little to do, much of the time, but will ever be on the alert and quick in action when action is required. They will, without doubt, be members of a trade union, but of which union is a matter for speculation.

#### Effect on Methods of Pay

Automation will have other effects. We shall, for instance, have to reconsider the method of payment of the men in charge: those who control and those who service the machines. Automation means machines that work at pre-set speeds and feeds, set to give the longest life to the cutting tools. Those speeds and feeds will be outside the control of the operators, and the loading of the machines will be automatic. Hence piece-work as now known will not be applicable. Incentive payments, if made, will be based on the team's ability to keep the machines running regularly and continuously. Those in control of the machines will without doubt be shift workers, so again we meet the analogy of the power station engineer, the highly responsible near-executive.

Time study as a shop-floor technique will disappear because time study will be a preliminary to the design of the machines and will be, so to speak, built into them. The method of calculating overheads as a percentage on the cost of labour will become a complete anachronism and must disappear in favour of machine ratings.

Automation will not, in my opinion, develop in Britain so quickly as to cause an acute unemployment problem, but we must bear in mind that there may be some displacement of factory personnel which the automated factory may not be able to absorb. If that occurs it will be incumbent on employers, trade unions and the Government, through the employment exchanges, to co-operate in such a way as to make re-deployment as easy as possible for those affected. An aspect which I think managers should recognise is that men at work are involved with their workmates in a certain social pattern. When a man—after, maybe, many years—is suddenly thrust into new circumstances he may well feel that his world is crumbling. The provision of adequate information regarding new plant or the rearrangement of existing machines is, in my opinion, an absolute essential for obtaining the full

and willing co-operation of the works force; and it is easily achieved once the necessity is recognised.

I have advocated, for a flow-line rearrangement, that a model showing the alteration should be set up in the shop with a request that anyone who has ideas for improvements should put them in the suggestion box. This may not be fruitful of new or useful ideas, but it will have created confidence and have prepared the way for the shifting of lockers containing the favourite cup, the looking glass, the comfortable old shoes and other impedimenta which we all are apt to collect.

Automation will, in the long run, lead to shorter hours or higher wages or both. But it is to be hoped that management, on the one hand, will not be too tardy in meeting the situation; and that unions, on the other, will not press their claims too quickly, for the cake must be baked before it is cut, and the size of the slice is contingent on many factors.

One difficulty that may have to be met could arise from tensions set up by differences in the length of the working week and in the remuneration of employees in automatic factories and of those in trades than cannot take advantage of automation.

The highly complex automatic factory will be more vulnerable to strike action than the older types of workshops. Unauthorised strikes in one department, even in a small section of a department, could shut down the whole automatic factory. Strikes must therefore be avoided. Responsibility must take the place of emotion.

Automation will, in this country, come by easy stages. There are neither the machine tool manufacturers to build the machines nor the specialist engineers, mechanics and technicians to man the factories. There is also a dearth of young engineers who can either design or take charge of automatic plants. It would seem that what is required is a series of short courses in mechanics and electronics for the shop-floor employees and a more exhaustive course for engineers and technicians.

Automation will, by reducing costs, bring to the market—and within the range of innumerable new buyers—goods and devices that have hitherto been denied to them. The flood of goods it provides will mean a great deal more work for the distributors—the wholesalers, the retailers and the transport industry. Since 1939 total employment in the United States has risen four times as fast as employment in the manufacturing industries.

For the consumer, automation can do three things. It can produce more abundantly. It can produce more cheaply. It can produce more accurately.

**Atomic Models.**—New space-filling atomic models incorporating elastically-distortable valency angles as well as free rotation about single bonds, and allowing the use of bonds of adjustable length, are being marketed by Griffin & Tatlock, Kemble Street, Kingsway, London, W.C.2.

## COMPANY NEWS

*Previous year's figures in parentheses*

**WARNER-HUDNUT GROUP OF COMPANIES.** — Lambert Pharmacal Co. is being amalgamated with the group.

**G. B. KENT & SONS, LTD.** — Group trading profit and other income for year 1954: £39,133 (£32,530).

**MONSANTO CHEMICALS, LTD.** — A first interim dividend of 6½ per cent. (same) on ordinary stock is declared.

**COLGATE - PALMOLIVE COMPANY (of America).** — Mr. William Lee Sims II has been elected president of the company, with Mr. Ralph A. Hart as vice-president.

**SOUTHALLS (BIRMINGHAM), LTD.** — Interim dividend on £1,404,000 one-class capital for 1955: 2½ per cent. (equivalent to previous year's 7½ per cent. prior to two-for-one scrip issue).

**ASPRO, LTD.** — Group profit for year ended March 31, after deducting all charges except taxation, was £862,919 (£792,036). Taxation, £448,308 (£423,409). The recommended second interim dividend is 14 per cent. (13½ per cent. final).

## New Companies

P.C. = Private Company; R.O. = Registered Office.

**BENSONS CHEMISTS, LTD. (P.C.).** — Capital £2,000. To carry on the business of wholesale or retail chemists, etc. Directors: Minnie Benson and Michael B. Benson, M.P.S. R.O.: 68 Dalton Road, Barrow in Furness.

**M. & R. TOWNSEND CHEMISTS (BURGH HEATH), LTD. (P.C.).** — Capital £5,500. R.O.: 6 The Parade, Brighton Road, Burgh Heath, Tadworth, Surrey. The particulars are similar to those of M. & R. Townsend Chemists (Tattenhams), Ltd.

**M. & R. TOWNSEND CHEMISTS (TATTENHAMS), LTD. (P.C.).** — Capital £2,500. To carry on the business of chemists, druggists and herbalists, etc. Directors: Reginald Townsend, M.P.S., and Marjorie M. Townsend, F.P.S. R.O.: 3 Tattenham Crescent, Epsom, Surrey.

**COUNTRY CHEMISTS, LTD. (P.C.).** — Capital £5,000. To acquire the business of chemist and druggist carried on by Arthur W. Dobbs, M.P.S., at Ninfield, Sussex. Directors: Charles W. Goodyear, Paul Goodyear, Arthur W. Dobbs and Freda Dobbs.

## BUSINESS CHANGES

THE telephone number of the Solartron Electronic Group, Ltd., has been changed to Emberbrook 5522.

**MR. J. C. ANNABLE, M.P.S.**, has acquired the business of Mr. E. Christer, M.P.S., 8 Gosforth Street, Felling, co. Durham.

## Appointment

**DON S. MOMAND, LTD.**, 58 Albany Street, London, N.W.1, have appointed Mr. T. D. Polley their home sales manager. He is also continuing to represent the company, for the time being, in certain parts of the London area and Home Counties.

## MARRIAGES

**CARTER — MOORE.** — At East Hardwick Church, Pontefract, Yorks, on August 17, Gerald Carter, M.P.S., Buxton, to Margaret Neville Moore, M.P.S., Burnhill House, East Hardwick.

**ROBERTSON — CATTO.** — At Melville Church, Aberdeen, on August 6,



Alexander Leith Robertson, M.P.S., 23 Oakhill Road, Aberdeen, to Myrtle Catherine Catto, M.P.S., 23 Oxleay Road, Harrow, Middlesex.

## DEATHS

**BLAKEMORE.** — Suddenly, on August 7, Professor F. Blakemore, D.V.Sc., M.R.C.V.S., D.V.S.M. (professor of veterinary studies, Bristol University), aged forty-nine. Professor Blakemore was a member of the action and uses subcommittee of the British Veterinary Codex.

**BORROWMAN.** — On August 20, Miss Agnes Thomson Borrowman, F.P.S., 17 The Pavement, Clapham Common, London, S.W.4, aged seventy-four. Miss Borrowman was a director of Deane & Co. (Chemists), Ltd., whose famous Clapham pharmacy was founded by Henry Deane. At one time she was its sole proprietor. A Scot, Miss Borrowman served her apprenticeship in Melrose, became assistant to Mr. W. Lyon, Ph.C., in Edinburgh, qualified as a chemist and druggist in 1903, and passed the Pharmaceutical Chemist examination in 1909. She then obtained a post in the laboratories of a rubber research chemist in London, and at the International Rubber Exhibition, London, 1912, was the first woman ever to read a paper at such a gathering. Shortly afterwards she and Miss M. E. Buchanan jointly acquired the Henry Deane pharmacy, from which later Miss Buchanan retired. Until 1932 Miss Borrowman was an examiner for the Pharmaceutical Society and a member of the pharmacy subcommittee of the Codex Revision Committee.

**GERBER.** — On August 6, Miss Ruth Gerber, M.P.S., 8 Campden Hill Gardens, London, W.8, aged fifty-three. Miss Gerber was registered as a chemist and druggist in 1950 under section 11 of the Medical Practitioners and Pharmacists Act, 1947.

**HANSON.** — On August 6, Mr. Arthur William Hanson, M.P.S., 39 Rectory Lane, Sidcup, Kent, aged ninety-one.

**HILL.** — On July 21, Mr. Richard Barker Hill, M.P.S., Ilex Lodge, Axbridge, Somerset. Mr. Hill qualified in 1896.

**HOLMES.** — On August 7, Mr. Ernest Shutwell Holmes, M.P.S., 54 Richmond Park Road, Kingston-on-Thames, Surrey, aged seventy-six.

**ROBINSON.** — In hospital, on August 8, Mr. James Robinson, M.P.S., 283 Stockport Road, Ashton-under-Lyne, Lancs, aged forty.

**YATES.** — On August 6, Mr. John Yates, M.P.S., Infield, Northside, Shadforth, co. Durham, aged seventy-three.

## PERSONALITIES

**MR. RALPH A. HART**, the newly-elected vice-president of the Colgate-Palmolive Company in America, is well known in Britain. For a period in 1951-52 he was managing director of the company in this country. Mr. Hart has also been elected to succeed the new president of Colgate-Palmolive (Mr. William Lee Sims II) as president of Colgate-Palmolive International. Starting his career with the Colgate-Palmolive organisation in 1932 as a salesman for its Canadian subsidiary in Toronto, Mr. Hart subsequently rose to vice-president in charge of sales and advertising in that subsidiary. He also served as managing director of the Colgate-Palmolive subsidiaries in Australia and India, and before his present appointment was vice-president of Colgate-Palmolive International in charge of European sales and advertising.



**MRS. E. N. J. JONES, M.P.S.** (secretary, National Association of Women Pharmacists, and of its Merseyside Branch) has been elected president of the Birkenhead Club of the National Federation of Business and Professional Women's Clubs of Great Britain. Mrs. Jones is a founder-member of the Birkenhead club and of the Merseyside Branch of the N.A.W.P., and has served the latter as president and as treasurer.

**MR. F. J. POWELL, M.P.S.**, a former chairman of Dudley, Stourbridge and District Branch of the Pharmaceutical Society has been appointed president of the rotary club of Rowley Regis.

## INQUEST

**Massive Overdose of Aspirins.** — At Sutton, Surrey, recently, a verdict that he took his life while the balance of the mind was disturbed was returned on Wilfred Frank Mutton, Morden. The finding was that he had taken a "very massive overdose" of aspirin (something over 150 tablets). Mrs. Mutton said that her husband was in the habit of buying aspirins in bottles of twenty-five. She had never known him buy so large a bottle as the one found. He had made several previous attempts to take his own life.

## AIDS TO PRODUCTIVITY

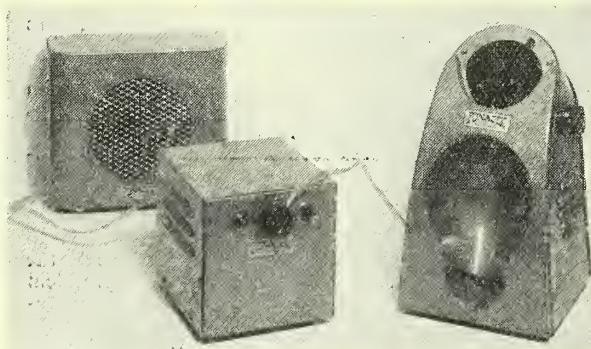
**Portable Calculator.** — W. Heffer & Sons, Ltd., 18 Sidney Street, Cambridge, are distributors of the Curta, claimed to be the only portable calculating machine manufactured in Liechtenstein from rust-proof metals and supplied in a dust- and shock-proof metal container. The Curta adds, subtracts, multiplies and divides. Model I has a capacity of 8 x 6 x 11 and costs £35 10s. Model II has a capacity 11 x 8 x 15 and costs £45.

**Multiple Amplifier.** — Directors and managers of commercial concerns often want to address many of their staff at once by way of their internal telephone system. They are enabled to do so by relay to many different offices from one telephone line by means of the Fonadek multiple amplifier, manufactured by Fonadek (Branston), Ltd., Vivian Road, Birmingham, 17.

**Rotary Filing.** — The Rotadex recording cabinet illustrated, manufactured by Rotadex Systems, Ltd., Christ-

cording discs, and is supplied in a zip-fastened, slip-on travel cover. Model 2401 weighs 15½ lb., and model 2402, without battery, 17½ lb.

**Microfilm Reader.** — To enable quick and easy reference to be made to business records on microfilm, Kodak, Ltd., Recordak division, 1 Beech Street, London, E.C.1, issue the Recordak commercial reader. The reader is primarily designed for 16-mm. microfilm, but can be used for 35-mm. microfilm. It stands conveniently on an ordinary office table. A 100-ft. reel of



microfilm is slipped easily into position on spindles and the film is rapidly advanced by means of a winding handle on the right of the machine until the frame showing the required reference is projected on to the viewing screen, which is conveniently situated at desk level.

## TRADE NOTES

**A 20-oz. Size.** — Genatosan, Ltd., Loughborough, Leics, are marketing a 20-oz. pack of Sebbix shampoo. The original 2-oz. pack continues to be available.

**Piperazine.** — Carnegies of Welwyn, Ltd., Welwyn Garden City, Herts, are now manufacturing piperazine citrate in bulk and in tablets for human and veterinary use.

**New Lotion Form.** — Eurax (for pruritis) is being made available by the manufacturers, Geigy Pharmaceutical Co., Ltd., Rhodes, Middleton, Manchester, in a lotion form in 2-oz., 4-oz. and 16-oz. bottles.

**Price Reduced.** — J. G. Ingram & Son, Ltd., Hackney Wick, London, E.9, have reduced the price of their spiral teats for feeding bottles, and at the same time increased retailers' profit percentage.

**Too Much in Demand.** — St. Andrew Mills, Ltd., London, E.17, announce that the demand for their collapsible wire display baskets for Andrex toilet tissues (see C. & D., May 28, p. 585) has been so great that stocks are now completely exhausted.

**For General Distribution.** — The "effective pain-killing tablet containing a special drug for period pains" which was referred to recently by Amy Landreth in her column in the *Woman's Sunday Mirror*, is the ephedrine and phenacetin tablet marketed by Southon Laboratories, Ltd., 84 Upper Richmond Road, London,

S.W.15. Hitherto the product has been distributed almost exclusively in bulk through industrial welfare departments. Recently the company decided to market them as E.P. tablets in 20's and 100's for distribution through chemists. It is understood that all chemists now either have or can readily obtain stocks.

**Agents in the South-west.** — Don S. Momand, Ltd., 58 Albany Street, London, N.W.1, have appointed E. Tracey Ware & Son, 21 Lower Kings Avenue, Exeter, their sole direct representatives in Cornwall, Devon, Dorset and Somerset north of a line from Weston-super-Mare to Wincanton and including those towns.

**New Distribution Arrangements.** — With the amalgamation of the Lambert Pharmacal Co. with the Warner-Hudnut group of companies (see p. 219), William R. Warner & Co., Ltd., are continuing to market the ethical pharmaceuticals of the group; Richard Hudnut, Ltd., the cosmetics and toiletries; while the Lambert Chemical Co., Ltd., will distribute the lay pharmaceutical products sold until now by the Lambert Pharmacal Co., the Chamberlain Chemical Co., Ltd. (formerly Dr. Earl S. Sloan, Ltd.), and Vince Laboratories, Ltd. The products of the Lambert Pharmacal Co. were previously distributed by Walter Crowe, Ltd., but, because of the amalgamation, the agreement with that company is being terminated on August 31. After September 1 all orders for Lambert Chemical Co. products should be sent to Power Road, London, W.4.

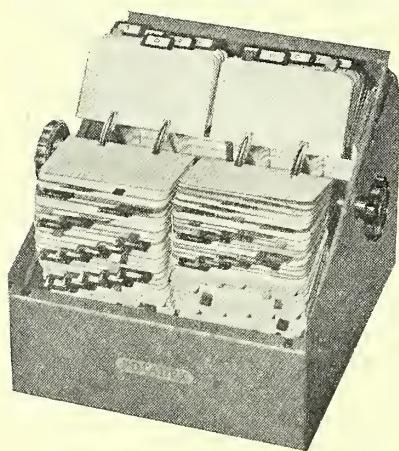
**More in the Pack.** — In the small-size carton of Bile Beans, C. E. Fulford, Ltd., Carlton Hill, Leeds, 2, are now packing nine twists (eighteen Bile beans) f.g. ninepence, instead of eight twists (sixteen Bile Beans) for 8½d.



The alteration avoids the awkward price—necessitating the giving of change—and offers increased profit to the chemist. Another advantage is that he can sell three twists for 3½d. from the ninepenny carton (three sales), again achieving additional profit and, if he wishes, cutting down the sizes in stock from four to three—though large

mas Steps, Bristol, 1, is one of a range designed to provide a simple, portable, speedy and space-saving method of reference and recording. Any card is brought into view with one simple swivel movement. Hand entries are made without removal of the card by inserting a writing tablet behind either top or lower card. For typewritten entries, cards are easily removed and replaced by a simple peeling-off action.

**Dictation During Travel.** — A dictation machine designed for use by businessmen away from the office, shop or works is the Emidicta portable manufactured in two models by E.M.I. Sales & Service, Ltd., 363 Oxford Street, London, W.1. The model 2401 is mains-operated, and the 2402 battery-spring operated. Each has a microphone/reproducer for recording and playback and storage provision for re-



tins of twists continue to be available. Messrs. Fulford request chemists to sell out present stocks before changing over to the ninepenny carton, because returns are not being accepted by the company. The new stocks are readily recognised by the new display outer illustrated on the previous page.

#### Christmas Showrooms

DELAVELLE, LTD., 38 Orsman Road, London, N.1:—

LIVERPOOL: Adelphi Hotel, August 29.

BRISTOL: Royal Hotel, August 29.

LEEDS: Queen's Hotel, September 5.

MANCHESTER: Queen's Hotel, September 5.

NOTTINGHAM: Black Boy Hotel, September 5.

NEWCASTLE-ON-TYNE: Royal Turk's Head Hotel, September 12.

CARDIFF: Royal Hotel, September 12.

BIRMINGHAM: Grand Hotel, September 19.

CUSSONS, SONS & CO., LTD., Kersal Vale, Manchester 7:—

BRISTOL: Royal Hotel, August 22-26.

LEEDS: Queen's Hotel, August 29 to September 2.

IPSWICH: Golden Lion Hotel, August 31 to September 2.

LIVERPOOL: Adelphi Hotel, August 29 to September 2.

MANCHESTER: Queens Hotel, September 5-9.

GLASGOW: St. Enoch Hotel, September 5-9.

NEWCASTLE: Royal Turks Head Hotel, September 5-9.

EDINBURGH: North British Hotel, September 12-15.

CARDIFF: Royal Hotel, September 12-15.

BIRMINGHAM: Imperial Hotel, September 19-23.

NOTTINGHAM: County Hotel, September 20-22.

BRIGHTON: Metropole Hotel, September 12-15.

SOUTHAMPTON: Royal Hotel, September 19-22.

## NEW PRODUCTS AND PACKS

**Vest Pocket Inhaler.** — Riddell Products, Ltd., 10 Dunbridge Street, London, E.2, have put on the market a new small inhaler for use with Riddobron, Riddovyrin, Riddofan, Asthma-sana and Asthmasan inhalants: the Riddell Minor vest-pocket inhaler.

**Warfarin Concentrate.** — Thomas Harley, Ltd., 55 South Methven Street, Perth, are marketing a new product Rodine warfarin concentrate. The pack contains  $\frac{1}{2}$  lb., and is for making 10 lb. of bait when mixed with the user's own meal, bran or grain.

**Three New Specialities.** — Ciba Laboratories, Ltd., Horsham, Sussex, announce the introduction of three new medicinal specialities. Serpasil elixir is a new presentation of Serpasil antihypertensive and sedative containing 0.05 mgm. reserpine per c.c. of pleasantly flavoured syrup. It is available in bottles of 100 c.c. The second is a new strength (4 mgm.) of Serpasil tablets for use in mental hospitals for the treatment of psychiatric disorders. The tablets are packed in bottles of 100 and 500. The third, Antrenyl syrup, contains Antrenyl anticholinergic in a pleasantly flavoured syrup and is indicated in the treatment of gastrointestinal pain, particularly in peptic ulcer. It is particularly suitable for administration to children. Antrenyl syrup contains 1.25 mgm. Antrenyl per c.c., and is issued in bottle of 100 c.c.

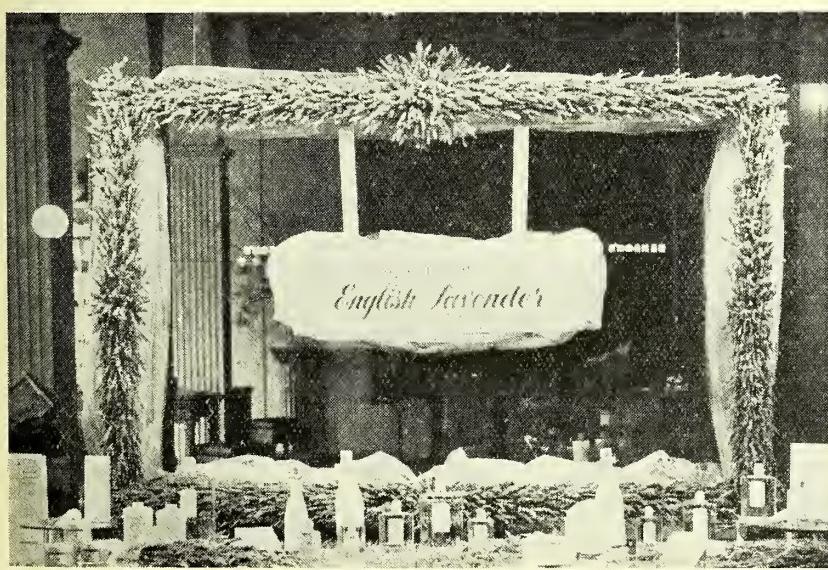
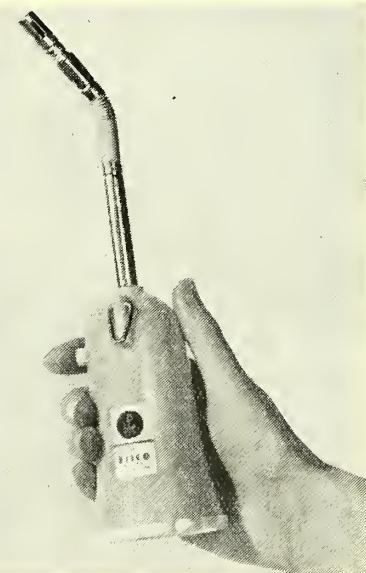
**Cream-powder Compact.** — Crystal Products, Ltd., Hook Rise, Surbiton, Surrey, are marketing a new product. Outdoor Girl Secret Magic cream-powder compact with washable nylon puff. The size is "large standard" and the container is of metal. The product is available in six "secret" shades: "sweet secret" (natural pink), "true secret" (rose peach), "secret glow" (muted rose), "secret touch," "golden secret" and "deep secret" (cream, dark, and olive rachels).

**Novelty Hot-water Bottle.** — The Humpty Dumpty rubber hot water bottle now joins the Dickory Dock in the exclusive range of children's hot



water bottles marketed by S. Maw, Son and Sons, Ltd., Barnet, Herts. It is made of first-quality rubber in blue, pink and green, and individually packed in Cellophane. Messrs. Maw's hot-water bottles are available from chemists only.

**Electric Gaslighter.** — Pifco, Ltd., Watling Street, Manchester, are marketing as a *de luxe* model the electric



**SEASONABLE FRAGRANCE:** New-crop English lavender featured in a window-display at 24 Old Bond Street, London, W.1, shop of J. & E. Atkinson, Ltd. Sprigs of the flowers gave a delightfully fresh look and fragrance to a display of the company's new lavender series (English lavender in several sizes, talcum powder, soap, shaving cream, etc.). The whole of the crop from the field illustrated on p. 213 and of many other fields is taken by the company.

gaslighter illustrated. It is in red, green or cream plastic. The chromium-plated stem has a spring-loaded angle section which eliminates damage to the high-grade nickel-chrome element, and the element, a miniature Edison screw fitting, is sheathed for additional protection. Each is packed in a coloured carton. Elements are available in 1.5 and 2.5 voltages; fifty elements of one voltage are packed in a coloured counter-display carton.

# DEVELOPMENTS IN THE UNITED STATES

## Peach mite identified ; a new anti-arthritis drug ; a radioactive ergot

AFTER a seventeen-year search, U.S. Government research workers have identified a mite as the carrier of peach mosaic virus. Other methods of controlling the disease besides the drastic measures current in use (i.e., removal and destruction of all diseased trees) can now be sought. The mite was first found beneath scales of retarded leaf buds on peach and plum trees. The government entomologists noted that as shoot growth pushed from the buds, loosening and flaring the scales, mites were scattered on wind currents. Peach mosaic virus is transmitted as the mites transfer their feeding from infected to healthy trees. Within two weeks after transfer of the mites from diseased trees in the orchard to healthy trees in the greenhouse, the healthy trees showed symptoms of infection. When tissue from the diseased greenhouse trees was transplanted into other healthy trees, these also became infected. Peach mosaic virus also infects plums, prunes, nectarines, almonds and apricots. Identifiable symptoms of the disease are colour-breaking in the blossoms of large, pink-flowered varieties; shortened internodes; mottling crossing the veins in the leaves; delayed leafing, and in some varieties, rough, bumpy fruit.

### Sterane by Fermentation

Sterane (prednisolone), a new anti-arthritis drug produced by fermentation and synthetic chemical processes, has been introduced by Chas. Pfizer & Co., Inc., Brooklyn, New York. The new synthetic crystalline steroid is said to be four to five times more potent and have fewer side effects than either cortisone or hydrocortisone, to which it is related. The combined fermentation and synthetic chemical process for the production of the drug begins with conversion of a naturally-occurring vegetable steroid from Mexican yams.

### Proteins for Embryos

Work done by Drs. A. M. Schechtmann and Patricia Knight, zoologists at the University of California, suggests that whole proteins needed for tissue building may be passed on to the embryo via the mother's blood. The zoologists injected cow and lobster proteins into chickens and later what were apparently those identical proteins were detected in the chickens' eggs. Further experiments indicated that the same proteins when injected into incubated eggs were absorbed intact by embryos.

### A Fat Purifier

A new product for purifying and refining fats and oils, known as Politol, has been developed by the Polychemicals Division of the West Virginia Pulp & Paper Co., Charleston, South Carolina. The new material is a combination of phosphates and the high-

molecular-weight acidic wood products which are known to precipitate protein and similar substances. Some of the advantages claimed for the new product include more complete removal of proteinaceous bodies and other impurities, yielding greater colour and odour stability; lighter initial colour plus greater susceptibility to bleaching; removal of trace metals present as oil-soluble soaps; and accelerated hydrogenation followed by better removal of catalyst traces from the product.

### Studies on Radioactive Ergot

Ergot has been produced in a radioactive form at the Argonne National Laboratory, Chicago, Illinois. The drug, and the radioactive alkaloids which will be extracted from it will be used in medical and pharmaceutical studies at the University of Connecticut, which co-operated in the research work. One of the first studies in which the radioactive materials will be used is concerned with the method whereby the alkaloids and other constituents are produced in ergot. Radioactive ergot can be used to detect concentrations of alkaloids which are beyond the reach of conventional chemical assay methods. For that reason labelled ergot can be used to make a survey for unknown or previously unidentified alkaloids. In addition, tracer studies of the action of the alkaloids on the nervous and muscular systems of the body now become possible. The successful study was made possible because of the existence at Argonne of a number of specially designed and constructed biosynthesis chambers (small sealed greenhouses) in which plants are grown in a radioactive environment. They have previously been used for the preparation of radioactive tobacco, rubber, opium, digitalis, soyabean, buckwheat, and alfalfa. In the current study, rye was planted in the chambers and during its growing period was fed radioactive carbon dioxide. By photosynthesis, the plants combined the radioactive carbon dioxide with water and food elements to form their normal products in radioactive forms. As the plants approached the flowering stage, the rye heads were inoculated with a culture of *Claviceps purpurea*.

### A New Chemical Rubber

A new chemical rubber known as Hypalon (chlorosulphonated polyethylene) is being made by the Elastomers Division, E. I. du Pont de Nemours & Co., Inc. It is being tested in a variety of finished products, of which some are already being produced on a commercial scale, while others are still in the developmental or experimental stage. The most important characteristic of Hypalon is its resistance to the deteriorating effects of heat, ozone and chemicals. It can be compounded in a wide range of colours, which retain their original physical properties even

after long exposure to outdoor weathering. Titanium dioxide and other pigments, such as phthalocyanine green and blue, iron oxide red, cadmium selenide, and chrome yellow, are effective for that purpose. It is claimed to possess good flex life, resistance to oxidation and abrasion; and the retention of those characteristics in bright coloured as well as black stocks. It can be vulcanised using a combination of a metal oxide, an organic acid, and an accelerator, to a harder, stiffer compound which is claimed to have lower resilience and higher permanent set than a similar compound of other elastomers. Softer compounds can be made by incorporating a plasticiser. Tests are claimed to have demonstrated that immersion in 95 per cent. sulphuric acid for periods as long as four weeks has little effect. It is also claimed to have excellent resistance to deterioration due to weathering. It may be bonded to wood, metal, and masonry surfaces to provide flexible protective coatings resistant to corrosion and erosion and as a coating on fabric, to provide chemical resistance, impermeability, and resistance to exposure.

### Preventing Asthma Attacks

A new bronchodilator (N-(2-(3, 4-methylenedioxyphenylisopropyl) nor-epinephrine hydrochloride), that may provide an oral, safe means of preventing attacks of asthma as well as relieving them, has been synthesised by Lakeside Laboratories, Inc. It is known as JB-251.

### N.H.S. STATISTICS

In BUCKINGHAMSHIRE during 1954, 1,519,084 prescriptions were dispensed at a total cost for ingredients, fees and containers of £328,468. The average total cost per prescription was 51·89d. During January 1955, 156,477 prescriptions were dispensed at a total cost of £33,673.

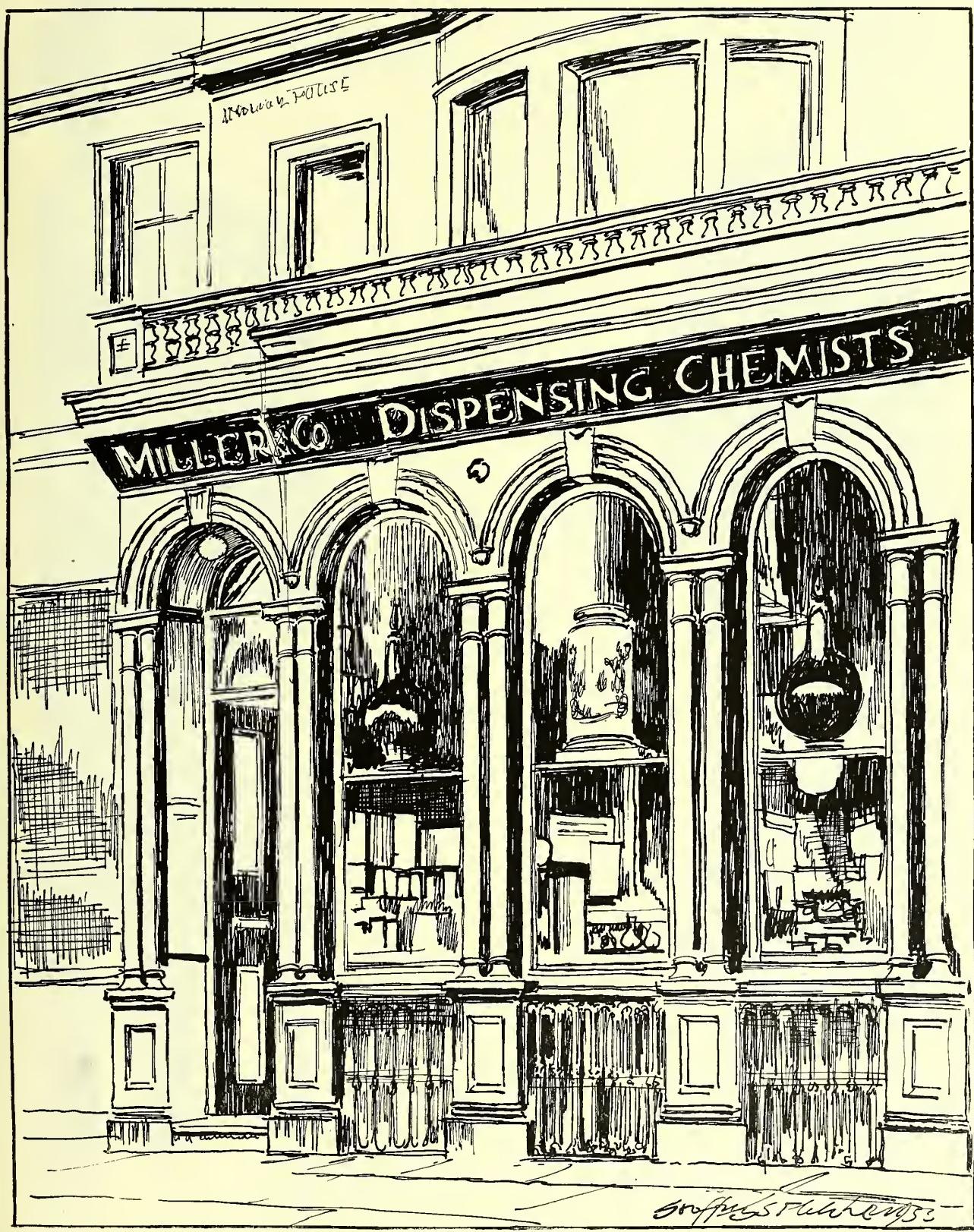
In ESSEX in 1954-55, 7,962,714 prescriptions were dispensed at a total cost of £1,640,019. Average cost per prescription was 50·68d.

In NORTHERN IRELAND in January, 688,348 prescriptions (414,791 forms) were dispensed at a total cost of £176,428. Cost per prescription was 61·51d. In February, 682,302 prescriptions (414,776 forms) were dispensed at a total cost of £175,094. The average cost per prescription was 61·59d. In March, 730,787 prescriptions (443,687 forms) were dispensed at a total cost of £190,177. Average total cost per prescription was 62·46d.

In SHROPSHIRE in 1954-55 pharmaceutical services cost £234,224, against £211,792 in the previous year.

In STAFFORDSHIRE in February a total of 337,680 prescriptions was dispensed. Total cost of ingredients was £68,171.

## PHARMACIES OF BRITAIN—39



THE PHARMACY AT 42 MOUNT EPHRAIM, TUNBRIDGE WELLS

The pharmacy of Miller & Co. (Tunbridge Wells), Ltd., at 42 Mount Ephraim, Tunbridge Wells, has a long and distinguished history to which reference is made on p. 226. It is still virtually in its original form.



**Between  
the 'up' and  
the  
'about'**

Serious illness is inevitably followed by a frustrating period of convalescence. Metatone\*, with its stimulating, appetite-promoting combination of vitamin B<sub>1</sub> with strychnine and mineral glycerophosphates is ideally suited for the rapid restoration of normal metabolic function. It is specially valuable after 'flu and similar debilitating illnesses, after surgical operations, in neurasthenia and during pregnancy and lactation.

**FORMULA**

*Each fluid ounce of Metatone contains:*

Vitamin B <sub>1</sub>	3 mg.
Calcium Glycerophosphate	4 gr.
Potassium Glycerophosphate	4 gr.
Sodium Glycerophosphate	2 gr.
Manganese Glycerophosphate	½ gr.
Strychnine Glycerophosphate	8 200 gr.

# METATONE

*\*Trade Mark*



**Parke, Davis & Co. Ltd., (Inc. U.S.A.) HOUNSLOW, MIDDLESEX. Telephone: Hounslow 2361**



# The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at  
28 Essex Street, Strand, London, W.C.2

TELEPHONE CENTRAL 6565

TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

## Names, Names, Names

RECENTLY the London County Council in a broadcast was able to draw attention to a sharp reduction in the number of Charles Streets, George Streets and many other replicated names of thoroughfares within the London area. Postmen have been bedevilled by them for years.

Nobody would in these times be likely to bestow other than commendation for the simplification of life that results from such rationalisation.

But at least there may have been sentimental or historical reasons why many of the names now replaced by new ones that are unique within the London postal area have survived so long.

Even with the multiplication of trade names for identical or nearly identical drugs there is at least the excuse (though some would hold it an insufficient cause) that a manufacturer's profit might suffer if he were asked to use only an approved name for his product.

The publication of a new edition of the United States Pharmacopoeia, which is reviewed by Mr. T. D. Whittet on p. 229, gives unhappy proof that names are being multiplied in a zone where, since the bodies responsible must be presumed to have no axe to grind, agreement between the American, British and other authorities ought not to be too difficult.

There must, of course, be give and take in these matters. We do not suggest that the British name, or the American name, or any other national name, should be universally adopted because it was the first to come into currency, or for any other reason. Sometimes one name has obvious advantages to all concerned. About others the Americans may think their own adoption more descriptive or more concise or better for some reason than the British, while the British as strongly prefer their own. We may think our phenobarbitone is better than their phenobarbital, and so long as everybody knows that they represent the same substance not much harm is done. Even in so simple a variant it would be better to settle for discontinuing one form or the other in both countries, though there were no other method of deciding than by tossing a coin. With more complicated words, as Mr. Whittet implies, the world is becoming too small for several pharmacopeial names for one drug to persist with any comfort—in some instances perhaps even safety—to the prescriber and the pharmacist. The time for intransigent nationalism has passed. Even if the

variants created up to and including the U.S.P. XV must stand, and even though, since a new B.P. will appear before the U.S.P. XVI, Britain may be called upon to make the greater sacrifice of preferences and predilections, we urge most strongly an unremitting effort to get new names agreed before publication.

Indeed, as a gesture, we would recommend a change in the title of one of our official publications. The National Formulary that evolved, by way of the National War Formulary, from the National Formulary "for National Health Insurance Purposes" plagiarises, without some such modification, the title of an American volume that certainly began its distinguished career as the National Formulary of Unofficial Preparations, but first appeared under the two-word title in 1916. Let the British Medical Association and Pharmaceutical Press as joint publishers modify the title of the N.H.S. formulary and they will have cleared the way for cogent persuasions in the pharmacopeial field, in which they may have no direct but have both a large indirect advantage to gain. The gesture might have a practical as well as a moral outcome. No British pharmacist is likely to experience any confusion between his own N.F. and the American. No United States pharmacist is likely to encounter any problem over a formula given in the National Formulary of Great Britain. But there are countries such as Canada in which the confusion could be quite acute. Canadian pharmacists would be in no two minds about which country had the more substantial claim to the title.

## H.P. Goods Under Change of Owner

A RECENT case in the courts should serve as a warning to persons who may be approached to buy cameras or other goods from a person who is himself buying them on an instalment system. They may find that they have no title to the goods. They may also find themselves compelled, if they keep the goods, to pay the full value of them to the supplier who let them out on hire-purchase terms, receiving no allowance for instalments that may already have been paid to the owner by the original hirer.

In the case referred to a motor vehicle had been supplied on hire-purchase terms under an agreement in which was a provision that the hirer must not sell, offer for sale, assign or charge either the vehicle or the benefit of the hire-purchase agreement. The prohibition extended, therefore, not only to the goods, but also to the benefit of the agreement itself. In any breach of the agreement the owners were entitled, by giving notice, to terminate the agreement forthwith. The hirer, however, sold the vehicle while the agreement was subsisting. The buyer resold it later to the defendants in the case, undertaking to see that the balance of the instalments were duly paid. The cheque made out by the intermediate buyer to the hirer was not met. The hirer reported the matter to the owners, and paid them a further instalment then in arrear. A week later the owner served the hirer with a notice terminating the agreement because of breach of the terms, and on the same day the defendants tendered the owners by cheque, and a few days later, in cash, the amount outstanding. That payment the plaintiffs refused to accept, suing the defendants for return of the vehicle or for its value of £350. The court held that they were entitled to receive that sum from the defendants without making any

allowance for the instalments they had already received from the original hirer.

The basis of the decision rests in that, having regard to the clauses of the agreement, the original hirer could not pass on any rights in the vehicle or in the agreement without the consent of the owners. Therefore the defendants had legal interest in the vehicle which they had purported to purchase. Had any interest in the vehicle or the agreement been transferred to them, the interest of the owners in the vehicle would have been correspondingly reduced, and the owners obliged

to make an allowance on their claim for the sums already paid under the original hire-purchase agreement.

It may not always be clear to the layman, from reading the terms of the hire-purchase agreement, whether or not he would have any interest in it. He certainly runs a risk in the matter unless he obtains confirmation in advance from the owners themselves that his title to the goods will be confirmed on payment to the owners of the balance of the purchase money outstanding and owing by the original hirer.

## Onward from Galen A CURRENT CAUSERIE



It is noted in a recent issue of *The Times* that a tenth-century manuscript, claimed to be the oldest primer of plant life still in existence, has been returned to the Hesseean Land library in Kassel. It had been damaged during the war and sent to Freiburg-im-Breisgau for restoration. The document has forty pages and contains illustrations of medicinal herbs. It had been put in a safe with other manuscripts, and was affected by heat during a bombing raid on Kassel. The sheets of parchment were dried together into a hard ball. They have been successfully separated and treated to withstand deterioration. The colours were not harmed.



Is it cause and effect, asks a Plymouth correspondent, that, while the staff of the first-aid station of the St. John Ambulance Brigade on Plymouth Hoe report that they have had no recent cases of sunburn to deal with, chemists' shops in the city have experienced a boom in sales of sun-barrier creams, sun-filter pastes, sunburn oils and lotions? One pharmacy is understood to have used three years' supplies of anti-burn preparations this season. Others have reported "phenomenal" sales of such preparations. It is satisfactory that Plymouth chemists are enjoying such good sales of sunburn preventives, but inferences from a single first-aid station prove little. Evidence from other places would be welcomed to indicate (a) whether people today are generally more careful to avoid exposure to the ultra-violet rays of the sun, and (b) whether their greater care—assuming it proved—has brought about a significantly reduced frequency of untoward effects of exposure.



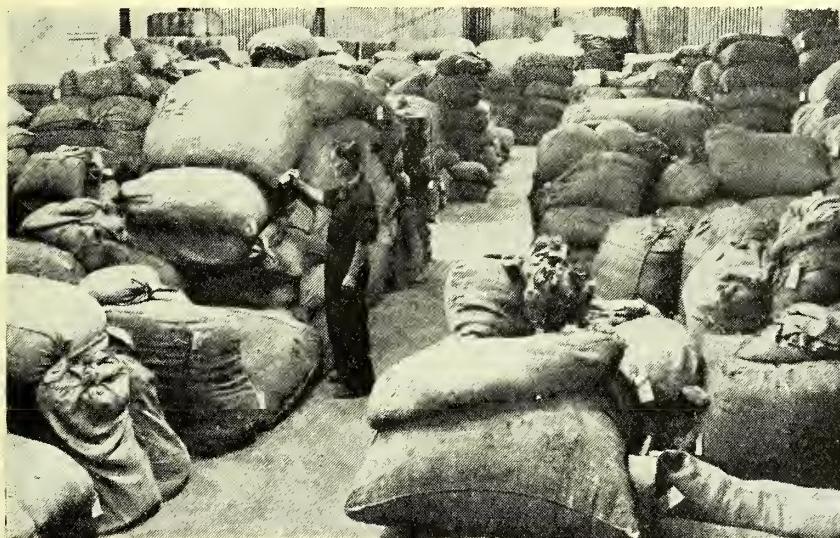
In the *Sunday Times* of August 14, Mr. Raymond Mortimer returns to a discussion of the book *The Doors of Perception*, by Aldous Huxley (see *C. & D.*, March 6, 1954, p. 243), following experiments of his own with the drug. Mr. Mortimer had agreed to a proposal by a doctor that he should act as a "guinea pig" in an investigation of the drug. He found that the increase in his visual perceptiveness did indeed prove "staggering." But—and here he confirms the views we expressed in these columns when Mr. Huxley's book was published—his experiment had a nightmare ending. For the delight in the revelation of visual beauty inspired by the drug was accompanied by an entire loss of emotion ("I thought without the faintest affection of the persons to whom I am most attached; I could muster no resentment against persons who had treated me badly.") About five hours after taking the drug the inability to feel became suddenly "alarming in the extreme," leading to "a generalised apprehension amounting to panic." The torments of some forms of madness were suffered, says Mr. Mortimer, before a "sleeping pill brought a merciful unconsciousness." Mr. Mortimer agrees with the experts that mescaline is unlikely to create addicts. But he thinks that it deserves far more investigation than it has yet received.

THE earliest record, so far as is known, of a pharmacy at 42 Mount Ephraim, Tunbridge Wells (see p. 223), is contained in a guide book dated 1820, in which appears an advertisement for "F. Boorman, Chemist, Mansell House, Mount Ephraim, Tunbridge Wells, opposite the George Coaching Inn." The inn is still going strong, and Mansell House is 42 Mount Ephraim. The name is built in relief on the outside first floor. Mr. J. H. Gough, F.P.S., in his article "From Living In to T.S.A. Dispensing" (*C. & D.*, January 23, 1954, p. 88) recalls his going to Miller & Co.'s pharmacy in 1895, when it was owned by Mr. R. A. Robinson. In 1911 the business was registered under the Companies Act in its present title, with Mr. Robinson as governing director, and shortly afterwards he appears in the company's minute book as Sir Richard Atkinson Robinson, and, as is known, he was the first chemist and druggist to be president of the Pharmaceutical Society. Mr. G. Hartley, M.P.S., who had been engaged as manager for some time, became chairman of the company in March 1916 upon the resignation of Sir Richard, and in May 1946 the company was purchased by Mr. and Mrs. W. Parker on Mr. Parker's return from the army, with a financial interest taken in it by Mr. W. A. C. Hemsley (Mrs. Parker's brother). A pharmacist was appointed superintendent and elected to the board of directors. By May 1946 the business had reached rock bottom, owing to old age and ill health on the part of Mr. Hartley. The property was suffering severely from dry rot; masonry was breaking away, and business had dropped to a very low level. Without any architectural changes the property was restored and the windows remain today as they originally were. One great alteration was, however, made. The floor was lowered. Formerly four steps led from the pavement to the shop. Three were removed, allowing access by one step only. Fluorescent lighting in the shop has transformed a rather gloomy interior into a well-lit pharmacy, and the cellars, which were disused kitchens, have been converted into stock rooms, the butler's pantry (at cellar level) into a Therapeutic Substances Act room. The proprietors consider that they have incorporated the best of what is new into the dignity and charm of a really old pharmacy. That the public appreciate the good taste shown in making the changes is proved by the phenomenal increase in dispensing and turnover that has resulted within a comparatively short space of time. Under the old National Health Insurance no "State" dispensing was done until 1946, and that is thought to be the reason why still one private prescription is dispensed for every two National Health Service scripts. The old-fashioned leather-covered prescription books are still bought and used.

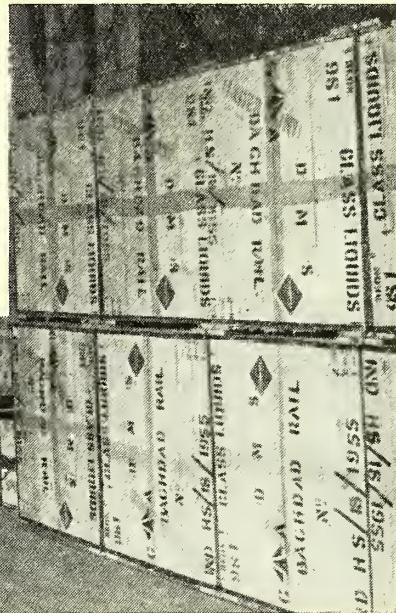
## INFORMATION WANTED

*The Editor would appreciate information about suppliers of the following item :*

Rising Sun shampoo



Both inwards with raw materials and outwards with finished products the traffic is heavy. In the drug warehouse cascara bark from Canada rubs shoulders with aloes from the Cape. Bales of many shapes and sizes conceal or give the clue to their contents. In the export packing sheds packing cases now side by side may soon be thousands of miles apart.



# THE MYSTERY OF THE "RETIRED" GALENICAL

ONE might put into the category of unsolved mysteries the question how it comes about that extracts and tinctures of leaves and roots, which are a diminishing number in the British Pharmacopœia, are being produced at Hitchin in Hertfordshire in quantities that continue to increase each year. To try and find an explanation of the mystery the writer recently visited the works of William Ransom & Son, Ltd., who have been galenical specialists there for nearly 110 years.

Though it was impossible during a single casual visit to estimate production in quantitative terms, it was not difficult to accept the company's claim of an expanding output. In whatever section of the works one went there seemed to be no part of the plant — apart from the drying rooms, which were not at the time in their seasonal use — that was not fully active. Some of the buildings were quite new, and one in particular, a storage room, demonstrated at the very least that tinctures were being produced in quantities greater than could be accommodated before the storehouse was erected. Though there was no sign of the feverish activity that often goes with a sudden expansion of, say, a chemical works when an important new development is being translated into concrete production, equally there was no suggestion that finality had been reached. One old building was marked for demolition to make room for a larger and more modern replacement, and the proposed installation of a new heating system of greater capacity as well as greater efficiency was being discussed as imminent.

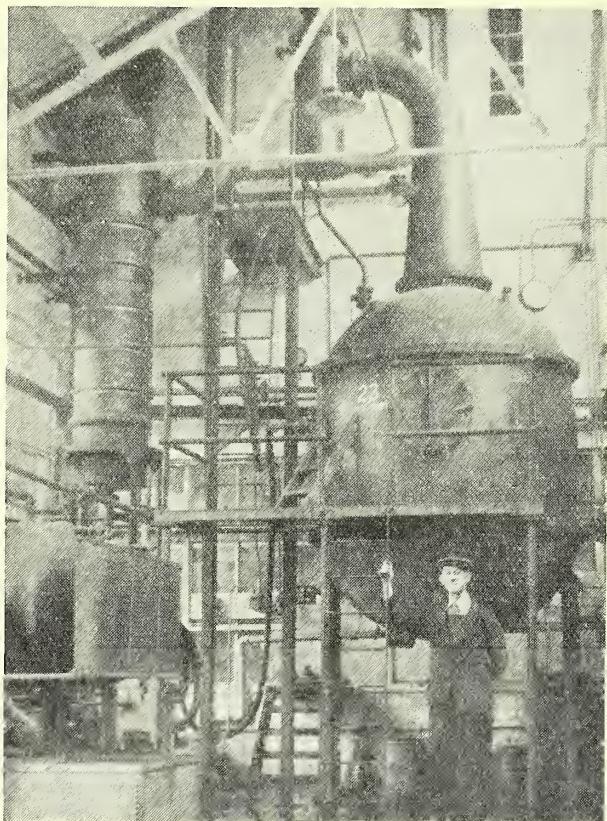
It might be inferred from the contents of successive pharmacopœias that galenicals were on the way out. How is it then that one of the leading manufacturers has a story to tell of increasing output year by year?

In part, the company has benefited from some contraction of the galenical side of the industry. There are today fewer manufacturers engaged in the production of galenicals than there were. To some extent, also, a greater demand for soft and liquid extracts and tinctures from overseas has compensated for a diminished home demand for some of the products dropped from the pharmacopœia. Even so, home sales are understood to be expanding at no less a pace than export sales. Can it be that somebody — doctors or the general public — is holding out against the prevalent trend towards single chemical compounds capable of being accurately assayed by chemical methods?

The appeal of the single chemical as a medicament is not difficult to understand. The prescriber is able to order an exact mathematical quantity and be assured of a quantitative response. The analyst can assay the substance with ease and certainty. And the manufacturing pharmacist can, with just a little "know-how" about the best method of granulation and the most suitable excipient, provide a tablet that ensures constant dosage in a convenient form.

## *A Belief from Experience*

And yet there seems to remain the belief that extraction of the active principle from a natural substance may not be the only or the best method of taking advantage of its medicinal properties. A public which knows, without analysis, that one apple may be better than another may hold the analogous belief that one manufacturer's extract



Vacuum stills of this magnitude are not for "laboratory quantities."

of cascara is better than another's. It may be said that the belief is mainly subjective. But who can say that it is entirely so? The pharmacopoeia lays down standards for galenicals, but within those standards it is common experience that variations of quality exist, and that may even be one reason why the compilers of pharmacopoeias tend to "retire" a galenical so soon as they can replace it with a standardised chemical substance.

It is of course true that a tablet, like a galenical, can incorporate a drug of inferior quality, or can undergo deterioration. So far as the product is not subject to inspection and susceptible of test there is still a need for integrity in the manufacturer, and even a public without chemical knowledge and conditioned by the announcements of advertisers has been known to show discrimination against worthless products.

To an even greater extent integrity is called for in the manufacturer of galenicals. Shortcomings that may not reveal themselves in the analyst's laboratory may show up gradually to the user over a long period. There are some substances that a manufacturer can adulterate without detection because both the good and the adulterated product pass the official test. But the user is not long fooled if the liquorice lacks flavour or the senna potency. Adulteration has been a problem for the administrative authority ever since drugs came into use, and if the best manufacturers lowered their standards to meet the acuteness of competition from galenicals known to be inferior, then eventually the public would avoid all manufactured products and resort to infusions and decoctions from fresh herbs and of their own making.

Possibly those considerations explain how Messrs. Ransom have endured and expanded in the face of competition from synthetic chemicals and other modern forms of medication. They have maintained a high reputation and standing as manufacturers of galenicals, and survived not a few of their one-time competitors, notwithstanding that the company's prices have sometimes been at high levels. As an example,

there may be quoted two products not strictly in the medical field but in the allied ones of perfumery and confectionery.

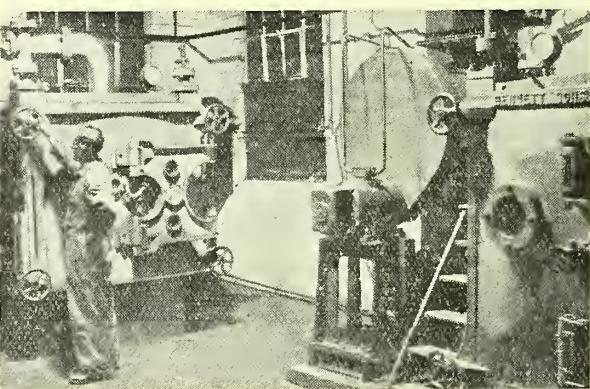
The 3,500 items in the company's list include only one grade each of oils of lavender and peppermint, and those at a price above the highest in the lists of competitors, all of whom offer several grades. Since Messrs. Ransom not only distil the oil but also grow the lavender and peppermint from which they are distilled, it is obvious that, on the one hand, the oils must be of a quality to overcome buyers' expected preferences for less expensive products, and on the other that the whole of the output is being sold or cultivation of the plants would be reduced or abandoned.

### Watching it Grow

The writer was given to understand that perfumers placing forward orders for the oil in fact determine the acreage put down to lavender; that they may visit the farms at any time during growth and see how the crop is shaping; and that they may also, if they wish, be present at the distillation of the oil. "Nothing to hide" is a principle that may not fire the imagination and effect immediate sales, but, when unfalteringly applied throughout generations, it may be a potent factor in maintaining volume of turnover.

Distillation and extraction are long-established processes in which spectacular improvements have neither happened recently nor may be looked for in the future. When, as with Messrs. Ransom, they are practised over a long period with the intention of obtaining the best product from the best natural material, the reputation the company acquires in doing so may stand it in good stead when there is a sudden new demand for a product not easily purchased on analytical test. Something of the sort happened when chlorophyll became the centre of an enormous interest in the United States. Messrs. Ransom, who claim to have been first in the field of manufacture, were able to provide a product on which the fullest reliance could be placed by the purchaser. The result was that a demand which, one would suppose, could easily have been met from domestic sources continues to be supplied to an important extent from Hitchin, Herts, England.

Ninety-two years ago Mr. Charles W. Quin, a C. & D. correspondent, describing in these columns a visit to "Mr. Ransom's Physic Farms," mentioned that "Every pharmacist who visited the International Exhibition of 1862 will remember the neat case of pharmaceutical preparations shown by Mr. W. Ransom, which won for him not only the well-deserved prize medal 'for pharmaceutical extracts, essential oils, and dried herbs of superior quality,' but, in addition, the private commendations of some of the leading pharmacists of Europe and America." The company's products are certainly receiving today at least the tacit commendations of the world's leading pharmacists, and that is perhaps the answer to the riddle which the writer set himself to answer when he visited the company's headquarters.



Drying under vacuum helps to protect the active principle from damage or loss.

# UNITED STATES PHARMACOPÆIA XV

BY T. D. WHITTET, B.Sc., F.P.S., F.R.I.C., D.B.A.

(Chief pharmacist and lecturer in pharmacy, University College Hospital)

THE publication of a new edition of the United States Pharmacopœia, though perhaps not of direct practical concern to the majority of British pharmacists, is inevitably of interest and importance since eventually many new drugs introduced in America come to be included in the British Pharmacopœia or British Pharmaceutical Codex.

The fifteenth edition of the U.S.P. shows no major change in style from that of its predecessor. The arrangement of monographs under English titles, which has become familiar to British pharmacists in the B.P., 1953, is continued, and the tendency to eliminate Latin is taken a step further by the omission of Latin subtitles in all but a very few monographs. Similarly the advance towards the general use of the metric system in medicine and pharmacy receives support by the exclusive use of that system throughout the book, even to the doses of drugs that are—at all events in Britain—still usually prescribed in the Apothecaries' system. Thus the new U.S.P. has set a precedent which the Pharmacopœia Commission has already given notice of following in the 1963 B.P. The only mention of the Apothecaries' system in the new U.S.P., indeed, is a table of equivalents given at the end of the book.

### Approved Names Disregarded

In a study of the titles of the monographs in the U.S.P. XV it is surprising to find the number that differ from the official or approved names in use in this country. We have known for many years that Americans call adrenaline "epinephrine," and ergometrine "ergonovine." To those are now added "dibucaine" for the local anaesthetic known here as cinchocaine, while the British isoprenaline becomes "isoproterenol" in America, to give only two examples (many more could be quoted).

It is becoming ever more important that all nations should adopt agreed international non-proprietary names, even if that means, to some, the sacrifice of some old and familiar names. If some such step does not come to be taken, the vast increase in the number of new drugs known by different names in different countries, will bring untold confusion in medicine and pharmacy.

Some of the accepted American names are shorter and more succinct than the British and could well be adopted here. For instance, "amobarbitone" is preferable to amylobarbitone and "secobarbitone" to quinalbarbitone (making allowance, only, for the ending "al" for barbiturates instead of the British "one"). Further, iophendylate is an improvement on our ethyl iodophenylundecylate for the diagnostic agent used in myelography and perhaps more familiar under its trade names of Ethiodan or Myodil. "Isofluorophate," although slightly longer, appears a better name for the parasympathomimetic DFP than the British approved name dyflos. On the other hand the British names dexamphetamine, deoxycortone and dicoumarol are distinct improvements on the American equivalents "dextro-amphetamine," "desoxycorticosterone" and "bis-hydroxycoumarin" respectively.

In the general notices, the permission to vary the formula and to add substances as preservatives, stabilisers, etc., gives a wider discretion to the pharmacist than is customary under the British Pharmacopœia, but is in keeping with the modern trend. In contrast, however, the U.S.P. gives much less precise information for the manufacture of various types of preparations. For example, there are no recommendations as to methods of granulation in the preparation of tablets, or as to methods of sterilisation in the preparation of injections. The general notice on solubilities defines what is meant by terms such as "very soluble," "slightly soluble," etc. Whilst the best method of expressing solubilities is to give the exact information in grams per mil

if available, it is useful to have the looser terms defined within limits, as so often different values have been assigned to the same terms by various authorities or individuals. Similarly, in dealing with storage conditions, the new U.S.P. states what it means by such expressions as "well-closed container," "cold place," etc. The definitions should be helpful towards achieving uniformity of storage.

An interesting innovation is the inclusion under each monograph of the category within which the drug is admitted to the pharmacopœia. The classification may be pharmacological as with digitalis (described as "cardiotonic") or pharmaceutical, as with acacia (called a "suspending agent"). That the category given is not regarded as the only important use of the drug is made clear. The classification will be useful to pharmacists handling new drugs for the first time, and might be a step towards the inclusion of an "action and uses" section as is the practice in the British Pharmaceutical Codex.

Perhaps the most important part of any pharmacopœia is the list of new substances, which are, of course, a reflection of advances in medicine and pharmacy. The U.S.P. XV has a large number of new admissions, some of which are extremely important drugs. They make the user of the work aware of the wide field in which advances are occurring. Many new antibiotics, antihistamines and sulphonamides are supplemented by a long list of new diagnostic agents, vitamin and hormone preparations, and drugs whose action is on, or mimics, the autonomic nervous system.

### Choice of Drugs for the Clinician

A few years ago there were available but one or two x-ray contrast media, one mercurial diuretic, very few parasympatholytic drugs, and no clinically useful sympathalytics. Now we are presented with a choice of several drugs in practically every category, and of a bewildering number in some, such as the antihistaminics. The change emphasises the importance of pharmacology to the pharmacist, who needs today to make himself familiar with the properties and advantages of each and able to give advice to the physician on the best to choose for any particular purpose.

Among the new antihistamine drugs are several that will be familiar to British pharmacists, such as antazoline (Antistin or Histostab), chlorcyclizine (Diparalene or Histantin) and phenindamine (Hephorin), which are already included in the B.P.C.; and methapyrilene which is on the market in Britain as Diatrin. The remaining seven are on sale in America under various trade names and may eventually reach this country. The motion-sickness remedy popularly known as Dramamine is included as "dimenhydrinate."

As well as many new preparations of penicillin and other antibiotics, several new drugs of that group appear for the first time. The whole tetracycline group of "wide-spectrum" antibiotics is included, among them tetracycline itself (Achromycin or Tetracycyn), chlortetracycline (formerly known as Aureomycin) and oxytetracycline (Terramycin). All of these will be familiar to British pharmacists, as will erythromycin (Erythrocin or Ilotycin), the recently introduced antibiotic with a similar range of activity to that of penicillin.

Neomycin is an antibiotic with an activity similar both in action and toxic side-effects to streptomycin. It can be used in place of streptomycin in patients infected with strains of the tubercle organism resistant to the older drug. Like streptomycin, it is unabsorbed when given orally, and can be used in the treatment of certain bowel infections. It is already available in Great Britain.

The inclusion of polymyxin B is of especial interest, as it

was discovered by a British pharmacist, Dr. George Brownlee and his colleagues in the laboratories of the Wellcome Foundation, Ltd. The drug is especially active against *Pseudomonas pyocyanea*, and may be used both locally and systemically.

Bacitracin is an antibiotic that is too toxic to use systemically, but is useful for local application: ointments containing it are now being used in this country.

Among new antibiotic preparations are benzathine penicillin suspension, which is already popular in this country as a method of giving penicillin orally to children (trade names Dibencil, Penidural or Permapen). The injection of this derivative, which has a considerably more prolonged action than that of procaine penicillin, is also available in Britain.

The name Streptoduocin has been given to the mixture of streptomycin and dihydrostreptomycin. Two antibiotic preparations, tyrothricin solution and troches (lozenges) are omitted.

The two new barbiturates amobarbital and secobarbital are already included in the B.P.C. as amylocarbites and quinalbarbitone respectively whilst the new sulphonamides sulfamethazine and sulfisonazole are familiar as sulphadimidine (Sulphamezathine) and sulphafurazole (Gantrisin) respectively. It is surprising to see, as new admissions, such familiar drugs as sulphacetamide and sulphapyridine, the latter being almost obsolete in this country except for certain comparatively rare skin infections.

Several sulphonamides are omitted, but their abandonment will cause little surprise in view of the many retained. The omission of the oldest of all barbiturates, barbitone, is perhaps most noteworthy.

The new hormones include corticotrophin, cortisone, hydrocortisone, adrenal cortex injection, dienestrol and ethinyl-oestradiol, all familiar in Britain. Implants are included as "pellets" and it is interesting to see micro-crystalline suspensions of hormones for injection gaining recognition for the first time.

### An Insulin Surprise

The only additional new insulin preparation is isophane insulin injection. The inclusion of that substance is surprising since it has been almost entirely superseded in Britain by the insulin-zinc suspensions.

New vitamins include calcium pantothenate, menadione (menaphthone), sodium diphosphate (a water-soluble vitamin-K analog), and phytonadione. The latter is vitamin K, which has recently been shown to be more effective than the synthetic analogues in antagonising the effect of the dicoumarol group of anticoagulants.

Another interesting vitamin preparation is water-miscible vitamin A. This consists of vitamin A solubilised with one of the new emulsifying and solubilising agents. No formula is given. The U.S.P. includes vitamin D<sub>3</sub> which has not so far gained recognition in any official British publication. Recent work at University College Hospital has shown that the compound is sometimes effective in conditions that have not responded to calciferol (vitamin D<sub>2</sub>).

A retrograde step is the inclusion of the "blunderbuss-therapy" decavitamin capsules and tablets, which contain vitamins that have not yet been proved to be essential in human nutrition.

The new antituberculous compounds included (aminosalicylic acid and its calcium and sodium salts and isoniazid) are all established drugs in Britain, but several of the local anti-infective drugs, such as benzethonium chloride and bithional, are almost unknown here. Hexachlorophene, used in antiseptic soaps, and undecylenic acid (undecanoic acid, B.P.C.) and its zinc salts, used for athlete's foot, are also included for the first time.

The antimalarial primaquine is added, whilst chlorguanide (proguanil or Paludrine) rather surprisingly is omitted.

Of the large list of new diagnostic agents several are already in use in this country, including iopanoic acid,

B.P.C., or Telepaque used for cholecystography, and sodium acetrizoate (Diginol) used for pyelography. Iodoaliphonic acid is another cholecystographic medium. In view of the wealth of these materials now available, it is surprising to see the practically obsolete tetraiodophenolphthalein retained. The diagnostic dyes Evans blue (recently given the approved name of azovan blue), used for determining blood volume; fluorescein sodium, used for detecting corneal lesions; and sodium indigotindisulphonate, used in the investigation of renal functions, are all well established in use in the United Kingdom.

### First Official Radioactive Isotope

The inclusion of sodium radio-iodide is the first official recognition of a radioactive isotope. The substance is used as a diagnostic agent to measure the rate of uptake of iodine by the thyroid gland and as a therapeutic agent in some types of hyperplasia of the thyroid gland.

The group of drugs acting on the autonomic nervous system receives many important additions. Sympathomimetics include hydroxyamphetamine hydrobromide, levarterenol (noradrenaline—on the market in Great Britain as Levophed), isoproterenol (isoprenaline), mephentermine, propylhexedrine and methoxamine (used in Vasylox as a local vasoconstrictor for congestion of the nasal mucous membrane).

Two sympatholytics are included: tolazoline, mainly used as a vasodilator in peripheral vascular disease, and phentolamine, used orally as a vasodilator in the form of the hydrochloride and for the diagnosis of phaeochromocytoma (tumour of nor-adrenaline-secreting tissue) in the form of injection of the methanesulphonate.

The new parasympathomimetics are bethanachol, carbaminoethylcholine chloride, which may be familiar as mecothane, and isofluorphate (DFP).

The inclusion of methantheline (Banthine) as a parasympatholytic is surprising, as that drug has already been superseded by propantheline (Pro-Banthine).

Miscellaneous additions include the cardiac drug deslanoside in place of lanatoside C; the analgesic methadone; and the morphine antagonist nalorphine. Diethylcarbamazine is a new anthelmintic and antifilarial drug, and methimazole a new antithyroid that is being replaced in Britain by the closely related carbimazole.

Succinylcholine chloride is added as a short-acting muscle relaxant, but gallamine triethiodide, which is used almost as much as tubocurarine chloride in this country, is not included. The ganglion-blocking agents hexa- and pentamethonium salts, which are widely used here, are also omitted.

Ferrous gluconate now finds a place for the treatment of iron-deficiency anaemia, whilst ferric ammonium citrate, still popular in Britain, is omitted. Trimethadione is added to the range of antiepileptic drugs, yet primidone (mysoline), probably the most generally useful drug in epilepsy, is not yet included. Hyaluronidase injection is added for use in hypodermoclysis, and sodium fluoride for dental prophylaxis.

Among dressings, petroleum gauze (*tulle gras*) now receives official recognition, as does absorbable dusting powder. The latter is widely used in Britain as Autosorb, Biosorb and K 285, Boots.

Several pharmaceutical agents are added, including methylcellulose and sodium carbonylmethylcellulose as thickening agents and emulsifiers, and polyonyl 40 stearate as an emulsifying ointment-base. On the other hand polyethylene glycol 400 monostearate is omitted. Dioctyl sodium sulfosuccinate is added; it is stated to be a "pharmaceutic necessity for calamine lotion" but is not included in the formulation of that lotion.

As in this country, podophyllum and its resin have returned to favour, but for use in destroying warts instead of in their old rôle of drastic purgatives.

Two local anaesthetics are added—dibucaine (cincho-

caine) and tetracaine (amethocaine), but lignocaine (Xylocaine or Xyloton) which is so popular in Europe and is known in America as lidocaine has not been included.

Among old monographs retained are several deserving comment. Distilled water is now replaced by "purified water," which may be made by distillation or by ion-exchange. Water prepared by the latter method must not be used for injections.

Ammonium carbonate is still included, though it has been replaced by the bicarbonate in the British Pharmacopoeia. Smallpox vaccine is still required to be made from the vesicular matter of vaccinated calves or other bovine animals, whereas the B.P. now also admits material prepared by the egg-yolk method.

The retention of crude liver injection and liver with stomach is hardly necessary in view of the effectiveness of injections of cyanocobalamin. The mixture of the latter with intrinsic factor is also likely to be of limited value.

Among the omissions many will cause little surprise or regret, but a few are still widely used in this country. Among them is boric acid ointment, the antiseptic value of which is undoubtedly small. The time has surely come to replace it with a more efficient preparation.

Drugs with acknowledged value that have been omitted from the U.S.P. but are still popular here include amphetamine, carbachol injection, cascara extracts and tablets, tincture of digitalis, and picrotoxin. Ephedrine hydrochloride is omitted, but the sulphate, which is seldom used in Britain, is retained. One of the most surprising omissions is the nasal vasoconstrictor naphazoline (Privine), one of the most effective and most long-acting of this group.

Another drug, obsolete in Great Britain, which has been retained is sodium morrhuate, the sclerosing agent. On the other hand it is interesting to note that protein hydrolysate injection is included, though it has been withdrawn from the market in this country because of difficulties in manufacturing a suitable preparation. There is a real need

for an injection of this type, and the fact that the Americans can produce it should be a stimulus to British pharmaceutical manufacturers.

A strange omission is injection of apomorphine, since the usual dose is stated to be 5 mgm. subcutaneously. Tablets of that strength are included, but there is nothing to indicate that they are solution tablets for injection, and they are not required to be sterile.

The appendices contain much useful material. The internal dimensions of a pharmacopeial medicine dropper are defined: it is required to deliver 20 drops of water when held vertically. The American standard teaspoon is mentioned as containing  $4.93 \pm 0.24$  mils, and it may be regarded for practical purposes as representing 5 mils. With the introduction of so many potent drugs often given in the form of flavoured liquid preparations, it is becoming increasingly important that doctors and pharmacists should urge patients to use accurate medicine measures instead of the old unreliable domestic equivalents.

The sections on injections and on sterilisation contain valuable information similar on the whole to that of our own pharmacopoeia. The standard autoclaving requirements, however, appear to be 121° C. for twenty minutes (dry-heat process 170° C. for two hours).

An interesting innovation is the section on pharmaceutical preparations. It gives useful practical information about the various forms available for the administration of drugs. To some extent it resembles the introductory headings to the formulary sections of the British Pharmaceutical Codex.

The procedure for the pyrogen test is given in much more detail than in the British Pharmacopoeia, and the requirements for the condition of the test rabbits are more strict.

It is impossible in a review to do more than indicate the immense amount of work that must have been entailed in the revision of the Pharmacopoeia, and the resulting volume reflects high credit on all concerned.

## NEW BOOKS

### The Analysis of Food and Drugs

NORMAN EVERE, PH.D., F.R.I.C., and WILFRED SMITH, B.Sc., F.R.I.C. *Charles Griffin & Co., Ltd.*, 42 Drury Lane, London, W.C.2. 9 x 6 in. Pp. 546. 60s.

To all engaged in the pharmaceutical industry and concerned with drug assay the fact that this book bears the name of Dr. Norman Evers, formerly chief chemist to Allen & Hanburys, Ltd., a former chairman of the British Pharmaceutical Conference, and the present editor of *Analytical Abstracts*, is a sufficient guarantee that words are not wasted though the information given is encyclopaedic in extent, that the material has been meticulously prepared, and that the approach to the subject is practical and based on experience. The association with Dr. Evers, as joint author, of Mr. Wilfred Smith, the company's present chief analyst, is evidence that the text is up to date and related to current usage. Though on the model of a former work bearing the same title by Evers and Elsdon, first published in 1929, it has been entirely rewritten, and is now geared to the 1953 Pharmacopoeia and 1949 Codex, though it includes paragraphs on many substances not found in either. After introductory chapters, in which physical assay methods, volumetric analysis and the determination of specific constituents are discussed, substances are considered individually in alphabetical order under classes (inorganic chemicals, organic chemicals, natural compounds, fixed oils, volatile oils, crude drugs, etc.), though it is acknowledged that the method occasionally involves borderline cases on which other workers might have arrived at a different decision as to category. In each monograph a brief description is first given of the form, if any, in which the substance appears in commerce, followed by physical constants and assay method. A chapter deals with the use of statistics in chemical analysis, and there are fourteen appendices (atomic weights, solubilities, specific gravities of alcohol solutions, refractive indices, etc.), and a full index. If today the Pharmacopoeia is the "bible" of the pharmaceutical manufacturer

rather than of the pharmacist, *The Analysis of Drugs and Chemicals* must certainly be ranked as the concordance for those analytical chemists whose work lies in pharmacy.

### Professional Negligence

J. P. EDDY, Q.C. *Stevens & Sons, Ltd.*, 119 Chancery Lane, London, W.C.2. 8 x 5 in. Pp. xii and 146. 13s. 6d.

THE National Health Service, perhaps, has increased the number of, or at least caused greater publicity to be given to, actions for negligence brought against professional people. The author points out the difference between such actions and actions for negligence against road drivers and factory owners—namely that an action against a doctor or solicitor rests "in contract and not in tort." The effect is that the courts award damages far less readily against the professional man than against the negligent motorist or employer. A finding of negligence would be seriously detrimental to the practice of the first, but is not considered to have that effect on the second. At one time it began to look as if hospital authorities might be held liable like factory owners, but recent cases have shown a recognition that the hospital has no liability simply when something goes wrong. The book distinguishes between the two types of negligence and then devotes sections to the various professions in turn. "Doctors, hospitals and dentists" are dealt with in a 32-page section. Of manufacturing chemists, whose problems occupy less than a page, the author says that they are under a legal duty to the ultimate purchaser to take care that a product is free from any defect likely to cause injury to health. He does not consider that, for retail chemists, the problem of negligence in making up prescriptions is likely to give rise to any practical difficulty, but suggests that the matter is "no doubt adequately dealt with" in another work of which he gives the author and title. Sir Alfred Denning in a foreword says that the author has "presented the whole subject with a clarity that makes the book a pleasure to read."

# MAKING THE MOST OF A WEIGHING MACHINE

Its potentialities as a business-bringer

BY BERNARD GILL, M.P.S.

**I**N the majority of pharmacies there is a personal weighing machine. Usually it stands in an otherwise empty corner, and it is seldom regarded as anything more than a snapper-up of the odd copper. Like a dumb beggar with a bowl, it mutely solicits pennies. Few chemists realise that it may be made an active member of the staff: the potentialities of the weighing machine as a business-bringer are worthy of careful consideration.

The initial cost of a reliable machine is undoubtedly heavy, but payment may, if desired, be spread over a period. When the machine is correctly sited in the shop, and every opportunity is taken of using it as an advertising medium in ways to be suggested in these notes, it will not only pay for itself in a year or two, but will be the means of increasing the sales of many products stocked.

### *Which Type of Machine?*

In order to give a complete weighing-machine service the chemist needs really two weighers—one for infants and one for adults. The automatic machine has many points in its favour. It is of striking appearance, and may be obtained in a variety of styles and colours to harmonise with the fittings of the pharmacy. It is easily kept clean by an occasional wipe over with a damp cloth. And being weatherproof it may be placed outside the shop after business hours. In a busy thoroughfare, where many window displays are illuminated, it there goes on collecting money until a late hour. Most important of all, its use does not interrupt the ordinary course of business. Customers can weigh themselves, and the operation requires no attention from assistants except perhaps the making-out of a weight card. Even that is not always necessary, because in the more expensive types of machine a card bearing the correct weight is supplied automatically.

With all those advantages the automatic weigher would appear to be far in advance of the old-fashioned steelyard with its loose weights and long graduated arm. Yet, for the pharmacy the steelyard may be the better type of machine—for two reasons. First, many people are convinced that the penny-in-the-slot machine is untrustworthy; and secondly they expect from the chemist the little personal service that is required in manipulating the weights of a steelyard. Before investing in a weigher the pharmacist would do well to consider seriously what the predilections of his customers in the matter may be.

The machine provided for weighing infants should certainly be of the loose-weight kind. A spring balance on a pedestal is unsatisfactory, because if the baby kicks violently while lying in the basket the indicator never comes to rest, and there is a danger of the machine overturning. The weigher selected for service should stand firmly on a solid base and should be furnished with a deep basket. The basket could, of course, be adapted to stand securely on the platform of a steelyard, in that way making one machine do the work of two.

The penny-in-the-slot habit has resulted in a charge of one penny for weighing becoming usual, whatever the type of machine in use. Some chemists provide a box with a notice stating that contributions are sent to a named charitable organisation, leaving it to the customers to put in any sum they please. When that is done it is usual to find on emptying the box that it contains sixpences, shillings and even half-crowns. It is only reasonable, however, that the machine should at least earn its purchase price before the proceeds are devoted to charity.

But the chemist who relies only on the direct earnings of his weigher is missing golden opportunities of increasing turnover. Why are people so interested in their weight? Why do they come regularly week by week to "get on the scales"? Idle curiosity is seldom the motive. Some are undergoing a regimen, whether of exercise or of diet, and are obeying doctor's orders; some are training for athletic contests, or are jockeys intent on keeping their weight down; others are trying to put on weight by means of a special diet or a course of tonics, or to reduce it by "slimming."

All those people are potential customers for pharmaceutical preparations, and the weighing machine may be made the centre, the focal point, of a display of products in which the users of the machine are likely to be interested. A suitable site is the angle at which two counters meet. If the machine stands in a central position on the shop floor it may be flanked by a "build-up" of wire trays containing, for those who are trying to increase weight, cod-liver oil and halibut oil, liquid or in capsules or as combinations with malt extract or orange juice; vitamin products; and milk foods. For the slimmers the displays should show bath salts, anti-obesity treatments, massage creams and starchless rolls; for the athletes embrocations, wrist-straps, first-aid cases and body supports. A weight card, printed with advertising matter, should be supplied to every person using the scales.

### *Creating Goodwill*

The weighing of infants and children affords an opportunity for cultivating the goodwill of mothers. If a chart, showing the average weight of boys and girls from the age of one month upwards, is kept handy for reference, it will be in frequent use for reference. Care should be taken to record the weight down to the nearest ounce. The chemist who owns a machine that is capable of balancing to that degree of accuracy need never fear that he is missing baby business. Mothers will show baby's weight card to their friends, talk about the weekly weighing, and compare results. That is valuable publicity, for what better advertising agents can the retailer have than the satisfied mothers of his neighbourhood? When a parent learns that her child's weight is up to average and is increasing regularly, she is pleased and proud to know that her care is having the desired result; if, on the other hand, the baby is not developing as it should, the chemist has an opportunity to give advice on diet, and by recommending suitable meals to increase his reputation as an authority on child welfare.

A word of warning may be given concerning the tables, provided on many slot machines, showing approximately correct weights for height and age. A sliding scale for height is obviously necessary; but the wide differences permitted between the weight of the same individual at different periods of life are sometimes misleading. Should a man, for instance, increase in weight by 14 lb. between the ages of twenty-five and fifty? That he frequently does so indicates as a rule too large an intake of food in middle age, and "fat men don't make old bones." To point out tactfully to such a man that what used to be good, hard muscle on the limbs is now soft fat bulging from the trunk is a delicate matter but may be doing him a real service. It is good advice to aim at a weight rather below the minimum average given on the tables. In achieving that result exercise may have little effect. What is required is a better balanced diet.

Complaints of the inaccuracy of a weighing machine are

*An EVANS Chemists speciality*

# MICROBAN

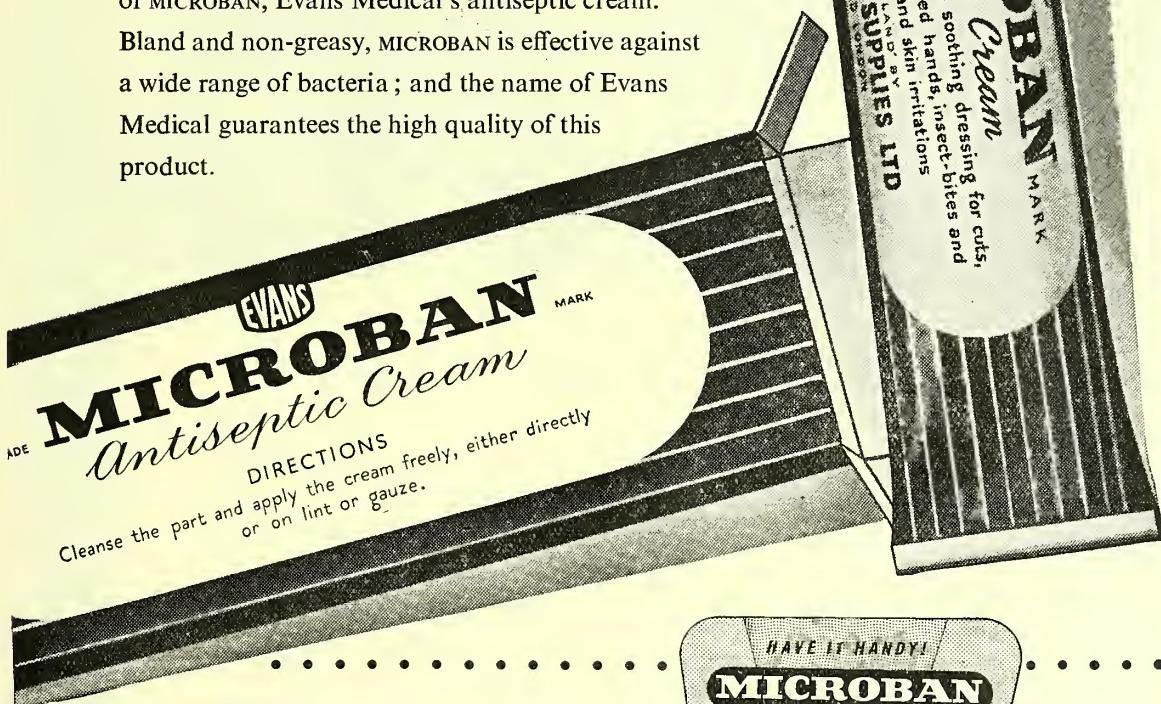
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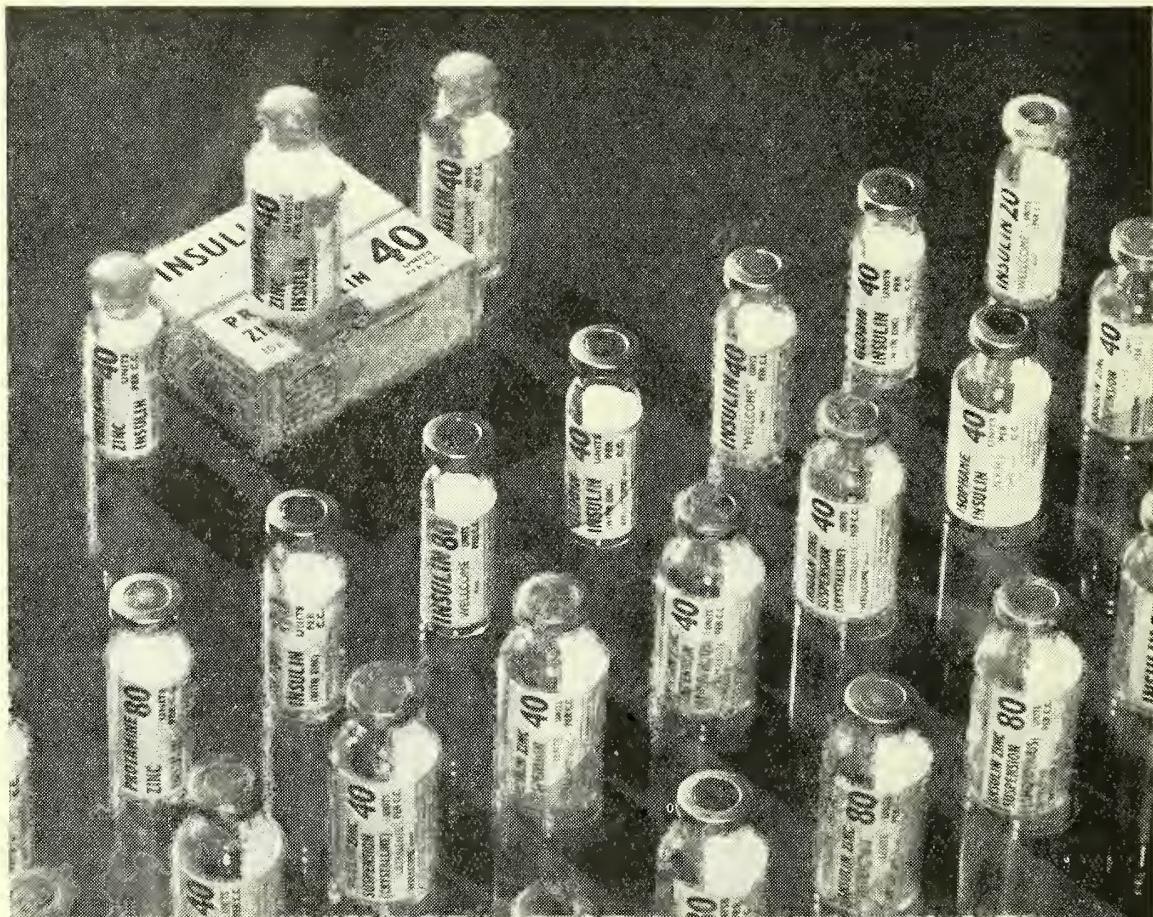


**MICROBAN** is issued in attractive blue tubes, and handsome display outers are provided with quantities of one dozen. Counter leaflets and a showcard are also available on request.

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sure to be made from time to time. They should be met with tact and discretion. Many people are unaware that their weight varies from day to day, and even at different periods of the same day, according to the amount of food and drink that is ingested. A change of boots or of clothing often makes a difference of several pounds in the weight reading. A stout woman, carrying a shopping basket crammed with groceries, is apt to stand on the scales with it and, having anxiously watched the pointer spin round the dial, to exclaim indignantly that she cannot possibly

have gained half a stone in a week! A thin man will assert: "Your scales are wrong. I know I'm gaining weight, and yet they register a loss!" Inquiry may, perhaps, reveal that on the previous occasion on which he weighed himself he was wearing a heavy overcoat.

Though the majority of complaints are unfounded, the prudent pharmacist will naturally make sure that his machines are accurate by taking advantage of the repair service provided by the makers, and by having them overhauled at regular intervals.

## INCOME TAX PROBLEMS

BY A FORMER OFFICIAL OF THE INLAND REVENUE DEPARTMENT

### 3. BASIC RECORDS FOR RETAIL CHEMISTS

**T**HREE are more reasons for keeping adequate business records than that of satisfying the tax inspector. Some of them are that records reduce guesswork by helping the chemist to determine the actual causes of profits and losses (and sometimes it is quite as important to determine the cause of a profit as to identify the reason for a loss); they help to indicate the relative efficiency of different methods; they make it possible for the chemist to compare his results with published information about the results of others; they show the financial progress of the business; they are useful, indeed almost indispensable, if and when the chemist wishes to borrow money for expansion; and they help to prevent or settle business disputes.

The two basic financial records are the cash account and the annual inventory. In its simplest form the cash account is merely a record of receipts and expenditure. For the most basic type of record an ordinary exercise book serves, the right-hand page being used for receipts and the left for expenses. That arrangement follows normal accountancy practice, and keeping to that rule of the accountancy road in all records minimises the possibility of confusion when the accounts are made up.

On the expenditure side of the cash account, the following headings can be used to provide detailed information about each transaction:—

Date	Item	Quantity	Price per Unit	Seller	Cash
2.2.55	Enemas	1 doz.	5s.	X & Co.	£3

Where a number of items appear on one invoice, it is not absolutely essential to list every item, provided all the items represent stock replacements: the total expenditure is all that is necessary. A booked copy of each invoice is preferable where the goods purchased are brought at infrequent intervals because invoices when required in a hurry can so seldom be found.

In a chemist's business the receipts side of the cash account is not capable of much in the way of analysis, unless there are separate departments and separate cash registers for different branches of the trade. As a general rule, however, the only headings required on the receipts side are "Date" and "Cash." It should be made an absolute rule to date every entry, the date always to include the year.

The cash account may be totalled at intervals of a month or less. The advantage of doing it at stated intervals lies in the closer knowledge gained of the trend of receipts and expenditure, and in the greater opportunity afforded for correcting any errors that may creep in.

Normally, at the end of the year, the cash account shows a profit, but that balance figure is incomplete until adjustments have been made for money owing and money due, inventory changes, and the value of shop goods consumed by the chemist and his family without payment.

Inventories show the size and assets of the business at stated times. Broadly speaking an increase in the inventory from one year to another represents an addition to profit, while a decrease may be considered as a deduction from profit. Jockeying the figures of an inventory, for whatever reason, is never worth while. In the preparation

of the accounts the inventory figures have to be brought forward from year to year, and the stock figures, in particular, exert a marked influence on the amount of profit. Down-valuing the stock (perhaps to reduce tax liability) is something of a boomerang because it has the opposite effect the next year unless the down-valuing process is repeated, and it cannot be repeated indefinitely without bringing the stock figure near to extinction.

There may be trouble in store, too, for the man who has undervalued his stock and then sells his business. Stock at valuation is taken and the new proprietor shows the figure in his first account. The tax inspector compares it with the last stock figure from the old proprietor, who not only has to answer awkward questions, but also receives an additional assessment, possibly for some hundreds of pounds: the previous down-valuings lumped into one year, with disastrous results on the rate of tax chargeable.

#### BRITISH FINE CHEMICALS AND THEIR USES

##### 41. TANNIC ACID

**T**ANNIC acid (or tannin) is supplied as the B.P. and commercial qualities. The generic name tannin is applied to the naturally occurring derivatives of poly-hydroxy-benzoic acids. Certain tannins are termed phloro-tannins and contain derivatives of catechol, as distinct from others originating from pyrogallol, but the principal tannin is the so-called tannic acid. It is extracted from powdered galls and selected barks, which are subjected to leaching operations, the liquors being rectified with ether and the syrupy material evaporated and dried by various methods.

Medicinally, tannic acid acts as styptic and local astringent. Whilst it has been given internally for various conditions it is generally used externally. The glycerin, ointment, pastilles and suppositories of tannic acid are familiar preparations. In the tanning and leather trades tannic acid is again a primary reagent. It is commercially segregated as water-tannin, alcohol-tannin, and ether-tannin, according to the nature of the initial extraction process, the ether-tannin, or "foam-tannin," being generally considered best for those tanning purposes and for the production of artificial leather compositions. In the soap industry, commercial varieties of tannic acid are used for producing tannin soaps and in the textile industry it is the chief mordant for basic dyestuffs, being also employed for restricting the dyeing capacity of wool towards certain dyestuffs. A review of any standard work on textile printing reveals the wide variety of those applications. Although it has little direct use in photography, tannic acid represents the basis for production of pyrogallic acid, which is utilised in the preparation of numerous developers. The spent tan bark from the extraction process is used to the present day for the production of white lead. Tannic acid is used in the production of stove polishes; for making inks; in rubber substitutes; and for clarifying alcoholic liquors. It forms insoluble compounds with alkaloids, albuminates, and other organic substances, and is also a group reagent for alkaloids in the laboratory. In the rare-metal laboratory, it represents a primary reagent for determining tungsten and titanium; for detecting the presence of molybdenum, vanadium, cerium; and, with other additions, for separating niobium, tantalum, etc. It has also been employed in tests for iron, strontium, calcium, and barium.

## TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, AUGUST 24: The markets were generally quiet, with a little more inquiry than last week. The most important price changes were in PHARMACEUTICAL CHEMICALS, with MERCURIALS reduced by about 10s. a kilo and ANEURINE HYDROCHLORIDE cheaper by £4 a kilo from August 29.

THYMOL is dearer by 1s. a lb.

In CRUDE DRUGS, Prime Cape ALOES is easier for shipment by up to 5s. per cwt. Fatty grey CARNAUBA WAX has dropped 10s. per cwt. on the spot. London importers say that the quality of manufacturing grades of Tinnevelly SENNA in the July shipment from Tuticorin is better than was anticipated but is still not good.

There were no changes in ESSENTIAL OILS.

### Pharmaceutical Chemicals

ADRENALINE.—Rates for synthetic B.P. are from 1s. 3d. (500 gm. lots) to 1s. 9d. (10 gm.) per gm. and ACID TARTRATE, B.P., from 10d. to 1s. 2d.

AMMONIUM CARBONATE.—B.P. lump is £76 10s. per ton; POWDER, £80, BICARBONATE, is £49 per ton, delivered U.K.

ANEURINE HYDROCHLORIDE.—Cheaper from August 29. Price per kilo is £32 15s.; 10 kilos, £32 12s. 6d.

ASPIRIN.—Prices are as follows:—5-cwt. lots, 4s. 6d. per lb.; 1-cwt., 4s. 6½d.; 28-lb., and under 1-cwt. 5s. 4d. Smaller lots from 5s. 6½d. to 6s. 1½d., as to quantity and package.

BARBITONE.—Rates per lb. for 7-lb. lots are 27s. The SODIUM derivative is 6d. per lb. more than the base.

BARIUM SULPHATE.—1-cwt. lots of B.P. (x-ray) are 1s. 6d. per lb. and 5-cwt. 1s. 5d. per lb.

BISMUTH SALTS.—The following are the prices (per lb.) in largest bulk packages:—

	1-cwt.	28-lb.	7-lb.
	s. d.	s. d.	s. d.
CARBONATE ...	23 5	23 8	27 5½
SALICYLATE ...	22 6	22 9	26 4½
SUBGALLATE ...	21 8	21 11	25 4½
SUBNITRATE ...	20 11	21 2	24 6½

2-cwt. lots are 3d. per lb. less than the 1-cwt. rates. The present 1-cwt. rates for other salts are:—CITRATE, B.P.C., 22s. 8d.; NITRATE, crystal, 14s. 8d. OXIDE, B.P.C., 27s. 7d.; OXYCHLORIDE, B.P., 27s. 9d.; OXYIODOGALLATE, B.P.C., 28s. 9d. and TRIBROMPHENATE, B.P.C., 26s. 9d.

BORIC ACID.—Prices for B.P. grade in quantities of 1 ton and upwards are as follows:—Granular, £81 10s.; crystal, £88 10s.; powder, £86; extra-fine powder, £88 per ton, in 1-cwt. bags carriage paid in Great Britain. Surcharges for smaller quantities: Less than 1 ton but not less than 5 cwt., 1s. per cwt.; 3 cwt., 2s.; 1 cwt., 3s.

CALAMINE.—1-cwt. lots are 1s. 7d. per lb.; 10-cwt., 1s. 5½d.

CALCIUM CHLORIDE.—B.P. crystals are 87s. per cwt. in 1-cwt. lots.

CALCIUM SUCCINATE.—Quotations are from 10s. 6d. to 12s. 6d. per lb., as to quantity. SUCCINIC ACID is from 10s. 6d. to 12s. 3d. per lb.

CHLOROCRESOL.—Pharmaceutical quality is quoted at 6s. 7d. per lb. for 1-cwt. lots.

CITRATES.—Rates (per lb.) are as follows:—POTASSIUM, 1-cwt. lots, 3s. 10½d.; 28-lb., 4s. 10d.; SODIUM, 1-cwt., 3s. 3½d.; 28-lb., 4s. 1½d. (powder of both salts twopence more). IRON AND AMMONIUM, 1-cwt. lots, granulated, 4s. 2½d.; 28-lb., 5s. 3d. Scales are 4d. per lb. above the granulated.

CYCLOBARBITONE.—B.P.C. and CALCIUM DERIVATIVES in 1-cwt. lots are 65s. per lb.

DEXTROSE.—Rates are as follows:—MONOHYDRATE, B.P., 1-lb., 1s. 11½d.; 7-lb., 11s. 10d.; 28-lb., 43s.; free packages, less 12½ per cent. to wholesalers. In bulk, 1-ton lots, £90 ex works, ANHYDROUS, B.P., 7-lb., 14s.; 14-lb., 26s. 3d.; 28-lb., 49s. (terms as for monohydrate). 1-ton lots, £107 10s. ex warehouse.

GALLIC ACID.—B.P.C. is 8s. 7d. per lb. for 1-cwt. lots.

HEXAMINE.—B.P. is 1s. 9½d. per lb., for 1-ton lots, delivered.

HEXOBARBITONE.—B.P. in 1-cwt. lots is 55s. per lb.

HYOSCINE HYDROBROMIDE.—1-oz. lots are 74s. 3d.; 4-oz., 74s., and 16-oz., 73s. 9d., per oz.

ICHTHAMMOL.—B.P. is from 2s. to 2s. 6d. per lb. in 1-cwt. lots as to origin and container.

MAGNESIUM SULPHATE.—Quotations for B.P. in minimum 1-ton lots vary between £17 10s. and £20 per ton according to size of crystal and manufacturer. Exsiccated is £34 per ton.

MAGNESIUM TRISILICATE.—In 28-lb. packages the prices (per lb.) are now as follows:—28-lb., 4s. 9½d.; 1-cwt., 3s. 10d.; 5-cwt., 3s. 7d.; 1-ton, 3s. 1d.

MANDELIC ACID.—In 1-cwt. lots the price is 12s. per lb. with the CALCIUM SALT also 12s. SODIUM MANDELATE is 12s. 6d. and AMMONIUM MANDALE 50 per cent. solution 7s.

MERCURY DERIVATIVES.—Cheaper. Quotations (per kilo) for 50-kilo lots are as follows: AMMONIATED, B.P., lump or powder, 64s.; PERCHLORIDE, B.P., powder, 56s. 9d. (lump, 57s. 3d.); SUBCHLORIDE, B.P. (calomel), 66s.; OXIDES, B.P.C., levigated or yellow, B.P., 70s. 6d.

METHOIN.—B.P. is about 120s. per lb.

METHYL SALICYLATE.—In 5-cwt. lots price is 3s. 1½d. per lb.; 1-cwt., 3s. 2d.; 56-lb., 3s. 2½d.

NAPHTHALENE.—Ball and flake are £65 per ton delivered U.K.

PARALDEHYDE.—In 40-gall. drum lots the stabilised is 153s. per cwt. and the technical, 126s.

PHOSPHORIC ACID.—B.P. is 1s. 5½d. per lb. in 1-2 carboy lots. HYPOPHOSPHOROUS, B.P.C., in winchesters, is from 5s. 9d. to 6s. 10½d. per lb. as to quantity.

POTASH SULPHURATED.—B.P.C. lump is 2s. 3d. per lb. for 1-cwt. lots.

POTASSIUM BROMATE.—In 5-cwt. lots, 7s. per lb. In small quantities the prices range up to 8s. 9d. per lb.

POTASSIUM 8-HYDROXYQUINOLINE SULPHATE.—1-kilo is 47s. 1d. and 50 kilos, 44s., per kilo.

SODIUM PERBORATE.—Prices (per cwt.) are 142s. 9d. in 1-cwt. kegs; 135s. 3d. in 1-cwt. bags for B.P.C. (minimum 10 per cent. available oxygen). Other strengths pro rata. The PERBORATE MONOHYDRATE testing 15 per cent. available oxygen is 305s. 3d. per cwt.

SODIUM PERCARBONATE.—1-cwt. kegs are about 163s. (bags 7s. 6d. lower) for minimum 12½ per cent. available oxygen.

SODIUM SALICYLATE.—Rates are:—1-ton lots in bulk, 3s. 5d. per lb.; 5-cwt., 3s. 5½d.; 1-cwt., 3s. 6d. Smaller lots at from 4s. 1d. to 4s. 10½d. as to quantity and packing.

SULPHATHIAZOLE.—Price (per lb.) for 1-cwt. lots is 22s.

TEREBENE.—For 1-carboy lots, 4s. 2d. per lb. is asked. In winchesters, prices are from 4s. 3½d. to 5s. 2d. per lb.

TEREBINTH.—B.P. is 2s. 3d. per lb.

THYMOL.—Prices (per lb.) are 16s. 9d. for 28-lb. and 16s. 3d. for 1-cwt. lots.

ZINC OXIDE.—Rates for B.P. quality are: 2-ton lots, £125 per ton; 1-ton, £126; 5-cwt., £128; under 5-cwt., £135 delivered.

ZINC PEROXIDE.—Price (per lb.) for 1-cwt. lots of B.P. is 5s. 3d.

### Crude Drugs

ACONITE.—Spot supplies of Spanish *napellus* are now offered at 3s. 6d. per lb. paid.

AGAR.—*Kobé* No. 1 is 12s. 9d. per lb., in bond and 14s. 6d., duty paid. Shipment offers are now 12s. c.i.f.

ALOES.—Prime Cape for shipment is 260s. to 265s. per cwt., c.i.f. Spot value is about 295s. Curaçao is 360s. spot and 340s., c.i.f.

ANISEED (STAR).—Chinese is 145s. per cwt. in bond and 138s., c.i.f.

ANTIMONY.—English 99·6 per cent. is £222 10s.; 99 per cent., £210 per ton.

ARECA NUTS.—Quotations are about 40s. per cwt. for Ceylon material on the spot. Shipment, 25s., c.i.f.

ASAFETIDA.—Persian block is from £10 to £14 per cwt., duty paid, as to quality.

BALSAMS.—Quotations (per lb.) are:—*Canada*: spot offers are now 20s. and for shipment, 19s., c.i.f. *Copaiba*, B.P.C., 11s. to 11s. 6d.; *Peru* is 10s., duty paid; forward delivery 8s. 3d., c.i.f. *Tolu* (genuine as imported) is short on the spot at 26s. 6d.; Shipment, 26s., c.i.f.; B.P., 17s. 6d., spot.

BELLADONNA.—Root testing 0·5 per cent. is offered at 2s. 3d. per lb. (in bond), and LEAVES testing 0·514 per cent. at 3s., duty paid.

BENZOIN.—Sumatra block on the spot is from £27 10s. to £32 per cwt.

BISMUTH METAL.—Minimum rate is 16s. per lb.

BUCHU.—Rounds on the spot are 6s. per lb.; no shipment offers.

CALUMBA.—Mozambique sound root is offered at 90s. per cwt., duty paid.

CAMPHOR.—B.P. POWDER is 6s. 6d. per lb., in bond. TABLETS, ¼-oz. are 8s. 6d., duty paid and 7s. 3d., c.i.f. Synthetic is 4s. 6d.

CAPSICUM.—East African, on stalk are 150s. per cwt. spot. Abyssinian, off stalk, 180s., spot, duty paid.

CARDAMOMS.—Aleppy greens are unquoted on the spot. New crop for shipment quoted about 17s. per lb., c.i.f.

CASCARA SAGRADA.—American 1954 peel is 260s., duty paid. Offers of new-crop remain firm around 240s., c.i.f.

CINCHONA.—Druggists' bark is from 1s. 9d. to 2s. per lb. on the spot according to test. A parcel of San Thome chips testing t.a., 8·29 per cent.; s.q., 2·76 per cent.; cinchonidine 2·59 per cent., is 1s. 10d. per lb.

CINNAMON.—Ceylon for shipment (c.i.f.) per lb., OOOO, 6s.; OOO, 5s. 10½d.; OO, 5s. 9d.; O, 5s. 7½d.; firsts, 3s. 9½d.; quillings, 2s. 5d.; chips, about 7d.

CLOVES.—Zanzibar on the spot are now quoted at 3s. 1½d. per lb.; prompt shipment, 3s. 0½d., c.i.f.

COCILLANA.—Value of bark is 2s. 8d. per lb. on the spot.

**COLCHICUM.**—Corms on spot are offering at 2s. 3d. per lb., and seeds, 6s.

**ERGOT.**—Portuguese for shipment is 10s. 6d. per lb., c.i.f., and on the spot is 12s. 6d., nominal. Hungarian is 10s. 6d., spot and 12s. 6d., c.i.f.; Polish, 8s., spot.

**GALANGAL.**—Root is quoted at 70s. per cwt., c.i.f., for shipment, and spot, 80s.

**GENTIAN.**—French natural on the spot is from 105s. per cwt.

**GINGER.**—African is valued on the spot at 270s. per cwt., and shipment at 265s., c.i.f. Jamaican No. 3 is 375s. on the spot and 360s., c.i.f., sellers.

**GUM ACACIA.**—Kordofan cleaned sorts on the spot are firm at 147s. 6d. per cwt. and August-September shipment at 140s., c.i.f.

**HENNA.**—Indian is 90s. to 95s. per cwt. for the green. No Sudanese available on the spot.

**HONEY.**—Australian light-amber is offered on the spot at from 120s. to 130s. per cwt. and medium-amber, 110s. to 120s. Argentine, 135s.; Jamaican, 145s. ex store.

**HYDRASTIS.**—Root is 19s. 6d. per lb., on the spot.

**KOLA NUTS.**—African halves scarce at 6½d. per lb. Jamaican offered from 7½d.

**LANOLIN.**—In 1-ton lots the price of ANHYDROUS, B.P., is from 160s. to 165s. per cwt.; 5-cwt. lots from 162s. to 167s. per cwt. HYDROUS, B.P., is from 140s. to 142s. for similar quantities. All in drums, carriage paid, U.K.

**MENTHOL.**—Chinese is 52s. 9d. per lb., in bond; August shipment, 52s., c.i.f., quoted.

**MYRRH.**—Aden selected sorts are about £15 per cwt. on the spot. Siftings are from £7.

**PEPPER.**—Market has showed a further decline. White Sarawak on the spot is 3s. 5½d. per lb. August shipment has been offered at 3s. 4d., c.i.f. Black Sarawak is reported to have been sold at 2s. 9½d., spot, with August-September shipment offered at 2s. 5½d., c.i.f. Black Malabar is quoted at 380s. per cwt., landed terms.

**SAFFRON.**—Rio selecta is 225s. per lb. and Mancha superior, 230s.

**SEEDS (per cwt).**—**ANISE.**—Cyprian, 270s.; Tunisian, 265s.; duty paid, spot London. **CARAWAY.**—Dutch are unchanged at 152s. 6d., duty paid, spot London. **CELERI.**—Indian is dull. Sellers asking 140s., spot London. **CORIANDER.**—Firm. Spot, Morocco nominal at 95s., duty paid. Danubian or Rumanian quoted at 75s., duty paid, and 70s. in bond. Splits quoted at 60s., duty paid. **CUMIN.**—Market steady. Spot, Cyprian, 130s., and Iranian, 122s. 6d., duty paid. New crops, Cyprian is quoted at 118s. to 120s., c.i.f., and Morocco, 117s. 6d., c.i.f., both for prompt shipment. **DILL.**—Indian in poor demand with sellers quoting 65s. spot. **FENNEL.**—Indian offering at 85s., spot London. **FENUGREEK.**—Market firm. Spot supplies are not plentiful. 62s. 6d., duty paid, quoted. **MUSTARD.**—English, 72s. 6d. to 85s., according to quality.

**SENEGA.**—Shipment is firmer at 22s. per lb., c.i.f. Spot is offered at the same price.

**SHELLAC.**—Fine orange, 415s. to 475s. per cwt.; F.O.T.N., 345s., ex London warehouse.

**WAXES.**—**BEES'**—Dar-es-Salaam, shipment, 560s., c.i.f.; Sudanese, 540s., duty paid and 495s., c.i.f.; Abyssinian, spot 550s., duty paid; shipment, 500s., c.i.f.

**CANDELILLA.**—Landed terms are 420s., per cwt. **CARNAUBA.**—Fatty grey, spot, 470s. per cwt.; for shipment, 430s., c.i.f.; prime yellow, spot, 810s.; shipment, 755s., c.i.f.

**WITCH HAZEL LEAVES.**—Offers are now 1s. 10d. per lb. on the spot.

### Essential and Expressed Oils

**ALMOND.**—B.P. is from 6s. 6d. to 7s. 6d. per lb., as to quantity.

**AMBER.**—Rectified on the spot is quoted at 1s. 6d. per lb.

**ANGELICA SEED.**—Price per lb. is now quoted at 260s.

**ANISE.**—Chinese is quoted at 19s. per lb. on the spot and 18s. 9d., c.i.f.

**BAY.**—West Indian is 12s. per lb. on the spot.

**BERGAMOT.**—Spot quotations are now 67s. 6d. per lb.

**BIRCH TAR.**—Rectified is about 14s. per lb. in 1-cwt. lots.

**BOIS DE ROSE.**—Brazilian is 34s. per lb. on the spot and 33s., c.i.f.

**CARAWAY.**—English-distilled is offered at 55s. and imported at 32s. 6d. per lb. duty paid.

**CEDARWOOD.**—1-cwt. lots are 9s. 3d. per lb.

**CLOVE.**—Madagascar leaf is 10s. 3d. per lb., duty paid and 8s. 10d., c.i.f., for shipment. Rectified, 87-88 per cent., 14s.; distilled bud oil, English, from 35s.; imported, 18s. 6d. to 19s. 6d.

**CUMIN.**—Quotations for English-distilled oil are about 77s. 6d. per lb. and imported, 57s. 6d.

**GRAPEFRUIT.**—Australian is 14s. 6d. per lb. spot; Californian, cold pressed, 17s., c.i.f., subject to licence.

**HYDNOCARPUS.**—Spot is about 2s. 2d. per lb.

**JUNIPER BERRY.**—Imported oils are quoted from 20s. per lb., duty paid. English-distilled is now 155s.

**LAVANDIN.**—Spot is 16s. 6d. per lb. nominal.

**LAVENDER SPIKE.**—Spanish is firm at 14s. per lb.

**LEMON.**—B.P. (4 per cent. citral) on the spot is about 40s. per lb. Sicilian hand pressed, 52s., spot; Californian, 28s. 6d. to 43s. 7d., c.i.f., as to quality, subject to licence; spot available at 37s. 6d.

**OLIVE.**—Spanish virgin and pharmaceutical oils (B.P.) are offered on the basis of £214 10s. per 1,000 kilos, f.o.b., Spanish ports for prompt shipment. Equivalent landed terms ex-wharf London/Liverpool: French virgin edible or B.P., £220 per 1,000 kilos, c. and f., prompt shipment. Spot is 21s. 6d. per gall.

**ORANGE.**—Quotations include: Floridan, 4s. 6d.; Californian, 5s. 6d.; West African, 14s. 6d. to 17s. 6d. For shipment, Californian sweet, 6s., c.i.f., and cold-pressed, U.S.P., 9s. 3d., c.i.f., subject to licence. Terpeneless is 210s. per lb., spot.

**ORIGANUM.**—In original containers the price is 13s. to 14s. per lb.

**OTTO OF ROSE.**—Turkish is £350 per kilo.

**PALMAROSA.**—East Indian is from 62s. 6d. per lb. on the spot and from 59s., c.i.f., for shipment. Madagascar is 57s., spot.

**PATCHOULI.**—Penang is 57s. 6d., duty paid and 49s., c.i.f.

**PENNYROYAL.**—Spot value 18s. per lb. Scarce: new-crop prices awaited.

**PEPPERMINT.**—*Arvensis*: Chinese is easier at 34s. per lb. on the spot and 32s., c.i.f. Brazilian, 32s., spot, and 31s. 6d., c.i.f. Italian "Mitcham"-type oil is from 65s. to 80s., spot, and American, 56s. to 58s. and 47s. 6d., c.i.f. August-September shipment.

**PETITGRAIN.**—Paraguay is quoted for shipment at from 23s. 6d. to 25s. 6d. per lb. c.i.f., and 26s., spot, in cases.

**TANGERINE.**—Offers of Sicilian are about 40s. per lb. landed.

### UNITED STATES REPORT

NEW YORK, AUGUST 23: The first reduction since 1948 in CALCIUM PANTOTHENATE established a new price of six cents per gm., down 1½ cents. Although inquiry was a shade more active, the market for CRUDE DRUGS and BOTANICALS was unchanged in price. Higher per lb. among ESSENTIAL OILS were PALMAROSA, at \$9.50, up 75 cents; GINGER, at \$16.00, up 50 cents; distilled LIME, at \$3.25, up 15 cents; SPEARMINT, at \$4.80, up 10 cents; and Formosan CITRONELLA, at \$1.90, up five cents. Lower per lb. were CITRAL, at \$4.35, down 15 cents; Haitian VETIVERT, at \$9.75, down \$1.10; and natural PEPPERMINT, at \$7.00, down 15 cents.

### WORLD TRADE

**Indian-Manufactured Penicillin.**—A factory at Pimpri, Bombay State, went into full production of penicillin on August 1. The company expect to increase production of the antibiotic in the next five years to 32 million mega units.

**Pakistan Import Licences.**—The Pakistan Government has announced that the rupee value of import licences prior to the devaluation on July 31 has been increased by 44 per cent. to maintain their value in terms of foreign currencies at the same level as before devaluation.

**New U.S. Caustic Soda Plant.**—Solvay process division of the Allied Chemical and Dye Corporation will shortly start construction of a mercury cell chlorine-caustic soda plant on property recently acquired near Brunswick, Georgia. The plant is expected to be in operation late in 1956 and eventually will have a capacity to produce 100 tons of chlorine and 125 tons of caustic soda each day.

**Argentine Medicinal Imports** — The Argentine Central Bank announces that it is allocating about 190 million pesos for the importation of medicinal products for humans and animals during the second half of 1955 under the State import plan. The goods will include antibiotics, insulin and ACTH, both in finished form and in unmanufactured form for local processing. Applications must be presented before September 19. Imports are being allowed from the sterling, dollar and French franc areas, Brazil, Germany, Japan, Austria, Sweden, Norway, Denmark, Switzerland, the Netherlands, Spain and Italy.

**Higher Swiss Chemical Exports.**—Exports of Swiss chemical and pharmaceutical products increased substantially in the first half of 1955, reaching a value of 462.7 millions Swiss francs (about 39 millions above the comparative figure for 1954). Exports of pharmaceutical products rose from 172.5 millions Swiss francs in the first half of 1954 to 200.2 millions in the first half of 1955. Shipments of perfumery rose from 18.2 millions Swiss francs to 20.4 millions francs. Exports of pharmaceuticals continued to rise in July, the bulk went to Western Germany, France, the United Kingdom, Italy, Portugal, Egypt and Sweden.

## PRINT AND PUBLICITY

### Advertising Campaigns

CUSSONS, SONS & CO., LTD., Kersal Vale, Manchester, 7: Christmas gift sets in full colour. DOROTHY GRAY, LTD., 32 New Bond Street, London, W.1: Elation make-up film, *In Woman, Woman's Own*, and *Woman's Weekly*—many in full colour. Other advertisements will appear in *Vogue*, *She, Woman and Beauty*, *Housewife, Woman's Journal*, *Vogue Beauty Book*, *Everywoman, Modern Woman, Vanity Fair*.

MILES LABORATORIES, LTD. (Distributors: DON S. MOMAND, LTD., 58 Albany Street, London, N.W.1): Alka-Seltzer. Increased newspaper and magazine advertising, three shows weekly from Radio Luxembourg, poster advertising, and advertising on commercial television beginning in September.

RENTOKIL, LTD., School Lane, Fetcham, Leatherhead, Surrey: Timber fluid. National Press advertising.

POLAK & SCHARWZ (ENGLAND), LTD., 50 Great Cambridge Road, Enfield, Middlesex: "Aromatic Chemicals." Pp. 18.

REXALL DRUG CO., LTD., Loughborough, Leics; Tiny-Tot baby products. In *Woman & Home, My Home, Wife & Home, Housewife, Family Doctor, Mother & Home, Mother, Nursery World, Parents, Mother and Child, Nursing Mirror, Nursing Times, Woman Health Officer, Midwives' Chronicle*.

DELAVELLE (G.B.), LTD., 38 Orsman Road, London, N.1: Delavelle products. In women's magazines.

EASTERN COUNTIES PRESERVES (1940), LTD. (Distributors, FASSETT & JOHNSON, LTD., 86 Clerkenwell Road, London, E.C.1): Lockwoods natural juice health drinks. Half-page in *Daily Express* on September 7.

TRUFOOD, LTD., Green Bank, London, E.1: Trufood cereal food. New national advertising.

ORGANON LABORATORIES, LTD., Brettenham House, Lancaster Place, London, W.C.2: Endocil. In women's magazines.

### Periodicals

INNOXA (ENGLAND), LTD., 1 Eden Street, London, N.W.1: *Innoxa Approach*, Vol. 3, No. 8, August 1955. Pp. 4.

MONSANTO CHEMICALS, LTD., 8 Waterloo Place, London, S.W.1: *The Autoclave*, Vol. 7, No. 4, August 1955. Pp. 24.

### Catalogues

BRITISH THOMSON-HOUSTON CO., LTD., Crown House, Aldwych, London, W.C.2: Mazda Lamps. Pp. 64.



**FREE-STANDING DISPLAY:** The window display illustrated, which is at present on show in the Fleet Street, London, window of Berrow's Worcester Journal, is being made available to large stockists of Optone eye drops. The display is 7 ft. high and occupies a floor area of 5 x 2 ft. Inquiries should be sent to the Sales Manager of Optrex, Ltd., Perivale, Middlesex.

## TRADE MARKS

### APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," August 17

For chemical substances for use as emulsifying agents in the course of the manufacture or processing of cosmetics (1)

ADMUL, 738,530, by Advita, Ltd., London, E.C.4.

For artificial matutes in liquid form (1)

KEMINURE, 742,670, by General & Overseas Trading Corporation, Ltd., London, E.C.2.

For non-medicated toilet preparations (3)

DEFENSYL, 737,948, by Lloyd Hamol, Ltd., London, S.W.1. SWAVE, 738,229, by Helene Curtis Industries, Inc., Illinois, U.S.A. DISCOVERY, 740,148, by Delavelle (G.B.), Ltd., London, N.1. SCYCOS, 742,210, by Scientific Cosmetics Co., Tunbridge Wells, Kent.

For pharmaceutical preparations for the treatment of haemorrhoids (5)

CORRECTUM, B732,021, by V. B. & G. Products, Leicester.

For insecticides for agricultural and horticultural purposes (5)

SUPADIEL, 739,706, SUPADRIN, 739,707, by Fisons Pest Control, Ltd., Bourn, Cambs.

For pharmaceutical preparations and substances (5)

PECTOCHEWING, 740,974, by Maurice Thomas, Ezanville, France. MELOSIL, 741,055, by Allied Laboratories, Ltd., London, W.1. VITATHONE, 741,411, by Cupal, Ltd., Blackburn, Lancs. RAUFIN, 742,413, RISERPA, 742,414, by Gedeon Richter (Great Britain), Ltd., London, N.W.5.

For pharmaceutical preparations for use in the treatment of mental disorders (5)

FRENQUEL, 741,284, by Vick International, Ltd., London, W.1.

For medicated preparations for use in the treatment of dandruff (5)

DROFF, 741,457, by Osborne, Garrett & Co., Ltd., London, W.1.

For medicines for internal use (5)

PHOLTUSSA, 742,435, by Philip Harris, Ltd., Birmingham.

## C. & D. WEEKLY LIST OF PRICES

A=Advanced; R=Reduced; I.R.P.=Inclusive Retail Price; \*=Tax 25 per cent.; †=Tax 75 per cent.

### BIOREX LABORATORIES, LTD.

Riserpa tablets Each I.R.P.  
Bioserspine tablets 500 45 0  
1,000 85 0

### GEDEON RICHTER (GT. BRITAIN), LTD.

Riserpa tablets	0.1 mgm.	25	2	3	R
	100	6	9	R	
	500	30	0	R	
0.25 mgm.	25	3	9	R	
100	13	0	R		
	500	66	0	R	
1 mgm.	25	12	0	R	
100	48	0	R		
	500	240	0	R	

### ROCHE PRODUCTS, LTD.

Benadon tablets 50 mgm.  
100 45 0  
500 210 0

### SISTER LAURA'S INFANT & INVALID FOOD CO., LTD. (In United Kingdom only)

Food	Doz.	16	9	1	9	A
1 lb.	33	6	3	6	A	
Soothing powders*	4	4	6	0	7½	A
Teddy lax tablets*	6	4	6	0	7½	A

### P.A.T.A. PROTECTED LIST

(Alterations notified to week by the Proprietary Articles Trade Association.)

### CHESEBROUGH MANUFACTURING CO., LTD.

Vaseline yellow*	tin	37	8	A	5
	Doz.	28	8	A	3
white* bottle, size 2	1 lb.	11	4	A	1
camphor ice*		5	8	A	9
powder shampoo*	Gross	32	0	A	4½
liquid shampoo*	43	0	A	6	
	Doz.	10	4	A	1
		23	8	A	3
hair tonic†	13	8	R	2	6

## WILLS

MR. T. J. BADGETT, M.P.S., 190 London Road, Twickenham, Middlesex, left £10,605 (£8,307 net).

MR. A. J. J. BAKER, M.P.S., Woodstock, Thundersley Grove, Thundersley, Essex, left £459.

MR. C. BECKWITH, M.P.S., 114 Church Road, Hove, Sussex, left £665 (£618 net).

MR. C. E. BEVERIDGE, M.P.S., 77 Hempstead Road, Gillingham, Kent, left £22,708 (£22,672 net).

MR. E. J. BOSTON, A.C.A., Tay-a-Valla, Cameon, Falkirk (a director of Richard Smith, Ltd., chemical manufacturers, Glasgow), left £23,140.

MR. H. E. CRESSWELL, M.P.S., 1 Wolsey Road, Moor Park, Northwood, Middlesex, left £8,089 (£8,013 net).

MR. J. S. CANNINGTON, 1 Windermere Terrace, Princes Park, Liverpool, and 8 Knowsley Buildings, Tithebarn Street, Liverpool (formerly a director of the British Association of Glass Manufacturers, Ltd., British Bottle Machine Co., Ltd., and John Lamb & Co., Ltd.), left £135,230 (£133,828 net).

## LOCAL OFFICERS

Western (London) Pharmacists' Association and Branches of the Pharmaceutical Society and the National Pharmaceutical Union.—President of the Association and Chairman of the Branches, Mr. W. T. Pratt; Vice-president and Vice-chairman, Mr. S. J. Turner; Treasurer, Mr. D. T. Jones; Assistant Secretary, Mr. I. H. Williams; Social Secretary, Mr. C. Evans; Secretary, Mr. S. J. Turner, 809 Harrow Road, London, N.W.10.

## COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

### Saturday, September 3

NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, Scottish Department of the Pharmaceutical Society, 36 York Place, Edinburgh, at 3 p.m., visit; at 4 p.m., meeting of the national council of the Association.

	20	8	R	3	9
hair cream†	13	8	R	2	6
C. E. FULFORD, LTD.					
Bile Beans* nine twists in pack	5	8		9	
three twists				3½	
(Replacing eight-twist size retailing at eightpence halfpenny.)					
THOS. KERFOOT & CO., LTD. (from Sept. 1)	21	8	3	0	A
Vapex inhalant*					

## NEW PRODUCTS AND PACKS

### CIBA LABORATORIES, LTD.

Serpasil elixir	100 c.c.	9	0
4-mgm. tablets	100	200	0
	500	980	0

Antryen syrup 100 c.c. 8 0

CRYSTAL PRODUCTS, LTD.

Outdoor Girl cream-powder compact† 3 6

S. MAW SON & SONS, LTD.

Humpty-Dumpty hot-water bottle 6 II

GEIGY PHARMACEUTICAL CO., LTD.

Eurax (new lotion form)	2 oz.	2	9
	4 oz.	5	0
	16 oz.	16	6

GENATOSAN, LTD.

Sebbix shampoo\* 20 oz. 13 6 21 6

RIDDELL PRODUCTS, LTD.

Riddell Minor vest-pocket inhaler 9 6

SOUTHON LABORATORIES, LTD.

E.P. ephedrine and phenacetin tablets*	20	1	9
	100	7	0

THOMAS HARLEY, LTD.

Rodine warfarin 6 6



# Every woman wants **Admiration** by *Delavelle*

***The new perfume with the intriguing difference!***

Why different? Because it was chosen by an independent panel of men as the one *they* prefer their wives and women friends to use. Watch out for the brilliantly original opening press campaign! Women everywhere will be reading about Admiration in 16,945,000 big, eye-catching advertisements in WOMAN · WOMAN'S OWN · WOMAN'S ILLUSTRATED · MODERN WOMAN PICTUREGOER · WOMAN & BEAUTY · VANITY FAIR · EVERYWOMAN. Secure YOUR sales by displaying the perfume in its exciting packaging with your free tester. Available also in Cologne, Stick Cologne, Soap, Talcum Powder and Bath Cubes.

DELAVELLE · 38-46 ORSMAN ROAD · LONDON · N.I

**Important Notice to Pharmacists**  
All Pharmacists who have ordered  
Admiration will be hearing some-  
thing to their advantage on Monday  
5th of September.



### OTHER NEW HYGIENE PRODUCTS

that keep the sweetness in "Home Sweet Home"

**SCENTINEL** Nos. 1, 3, 4  
deodorisers in attractive containers for hanging in lavatories, kitchens, wardrobes

**QUIFF, WHAM & AIROGENA**  
Space and Jet sprays for disinfecting, Insecticide or as Deodorants. Each in new style "Poly-puff" Polythene bottles

**SCENTINEL MOTTOS**  
Individual tablets to hang or scatter

**PAPER TOWELS, TOILET ROLLS AND PACKS**  
**CHANNEL BLOCKS**  
for men's toilets

### NEW HYGIENE LTD.

266-8 HOLLOWAY ROAD, LONDON, N.7

Phone: North 5041-2-3 Grams: "Airogena, Holway" Code: ABC 6th



Our speedy service  
for all chemists' supplies is  
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FADELESS  
DYES

2½d STOCKING (except Black) ... 20/- gross  
4d. COLD WATER, CURTAIN and Black Stocking Dyes ... 32/- gross

Order Dyes and Shade Cards from our Agents  
Gt. Britain: W. B. Cartwright Ltd., Rawdon, Leeds  
N. Ireland: T. M. Mullan & Co., Ltd., 42 Victoria  
Street, Belfast. Eire: May Roberts (Ireland) Ltd.,  
Grand Canal Quay, Dublin, C.6

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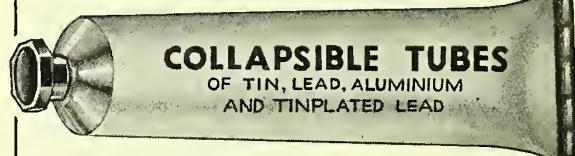
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★ LOWEST PRICES SINCE THE WAR

IMPORTED—PRE-WAR QUALITY

Size 6 in. x  $\frac{1}{2}$  in. x 2 mm. thick. Danish beech, perfectly finished.  
Baxed 100's. Minimum order 10,000.

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Specialists in Veneer and Plywood Products for all Trades.

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## (HOUSEHOLD) PAPER TOWELS

In Perforated Rolls at 1/11  
FOR THE MODERN HOUSEWIFE

They save work and drudgery, serving a multitude of purposes in the Kitchen.  
FOR DRYING HANDS  
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CLEANING : DRAINING  
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Of soft, pleasing, crepe texture, KWICK DRY TOWELS are very absorbent, can be squeezed like a cloth and, being actually stronger when wet, they do not disintegrate. Our attractive Plastic Holders in colours to match Kitchen Units retail at 4/-.

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Manufacturers  
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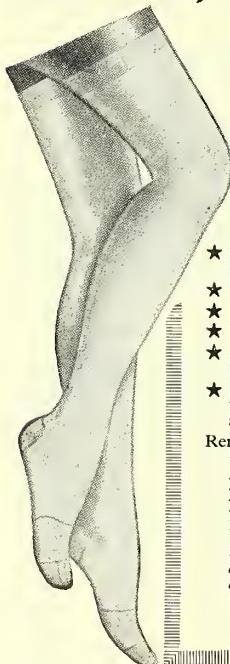
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also in nylon yarn, lastex yarn.  
Individually designed.



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- ★ Customers are attracted by Colby display material in your window, on your counter.
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Win more sales  
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by recommending

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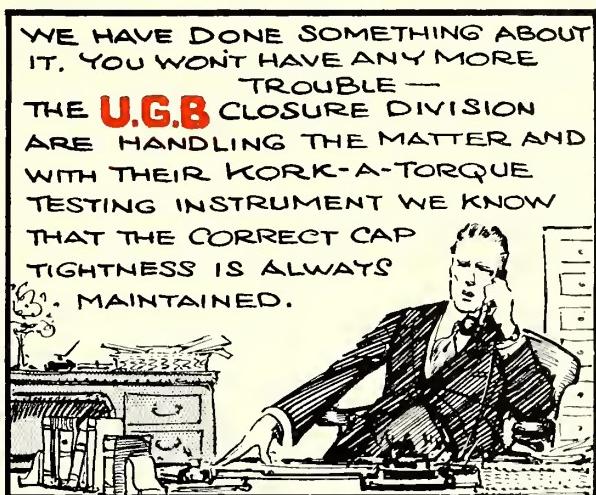
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*the proved remedy*

*Your wholesaler can supply you promptly. Orders of one dozen come in attractive counter display box for*

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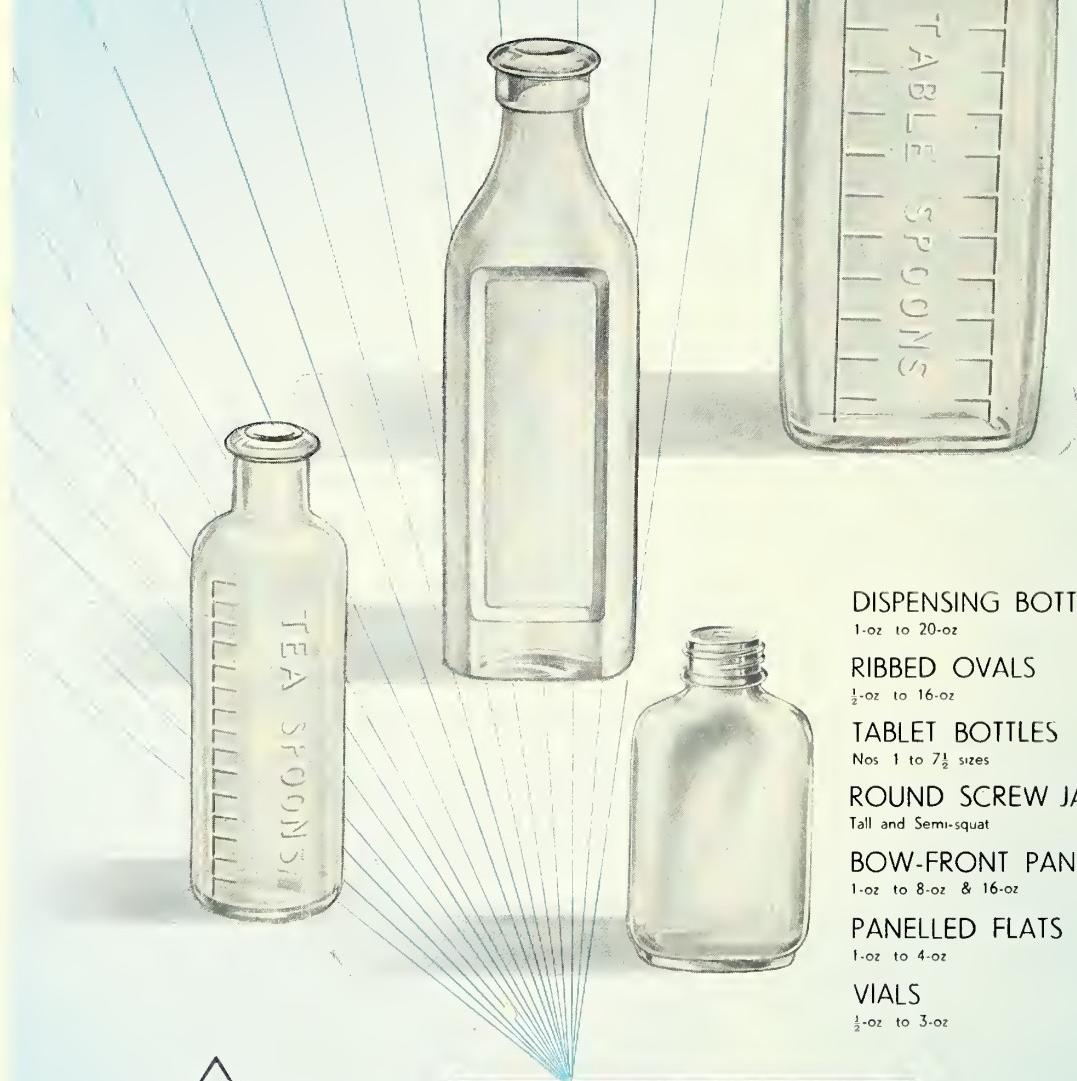
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DISPENSING BOTTLES  
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RIBBED OVALS  
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TABLET BOTTLES  
Nos 1 to  $7\frac{1}{2}$  sizes

ROUND SCREW JARS  
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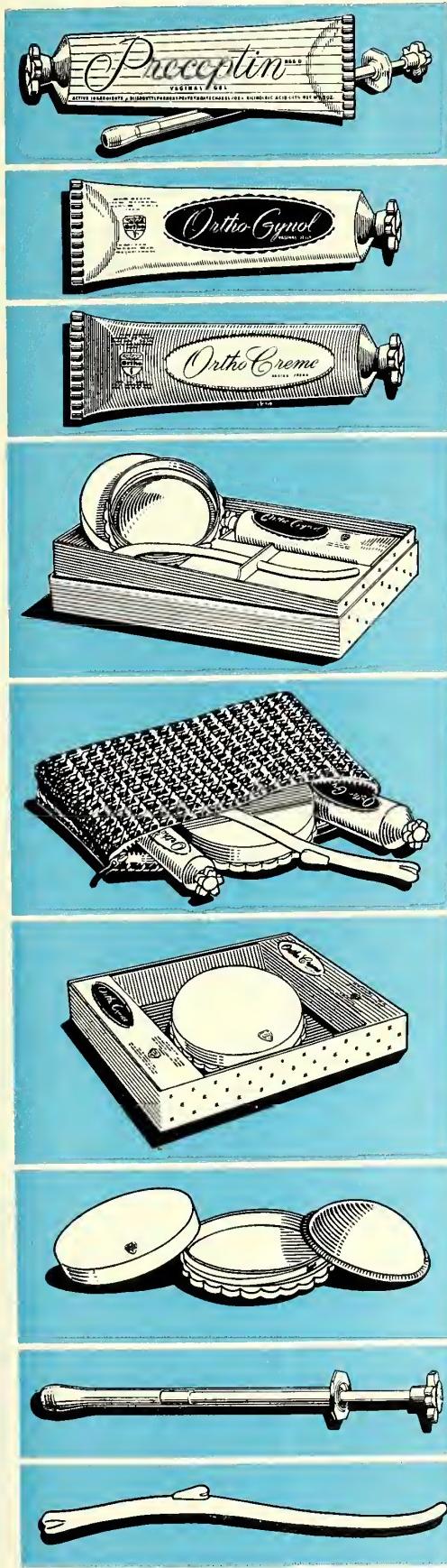
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Prompt delivery from stock  
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*the ethical name in contraception*

**Preception Vaginal Gel:** contraceptive gel for use without a diaphragm.

Package A : 85 gm. tube, with Ortho Applicator.

Package B : 85 gm. tube.

**Ortho-Gynol:** contraceptive jelly.

Package A : 85 gm. tube, with Ortho Applicator.

Package B : 85 gm. tube.

**Ortho-Creme:** contraceptive cream.

Package A : 75 gm. tube, with Ortho Applicator.

Package B : 75 gm. tube.

**Ortho-Gynol Set:**

85 gm. tube of Ortho-Gynol

Ortho Diaphragm } in sizes 55 to 95

Ortho Diaphragm Introducer } (in 5 mm. gradations).

**Ortho-Creme Set:** as Ortho-Gynol Set with tube of Ortho-Creme instead of Ortho-Gynol in sizes 55 to 95 (in 5 mm. gradations).

**Ortho De Luxe Kit:** containing full size Ortho-Gynol, trial size Ortho-Creme, Ortho Diaphragm and Diaphragm Introducer in woven plastic zipper bag. Sizes 55 to 95 mm. (in 5 mm. gradations).

**Ortho Diaphragm Duo-Pack:** containing: Ortho Diaphragm in sizes 55 to 95 (in 5 mm. gradations).

Trial size Ortho-Gynol.

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PLASTIC CAPPED

### Olive Oils

These bottles greatly enhance the presentation of packed oils. They are available in 2½ oz., 5 oz., 10 oz., and 20 oz., capacities.

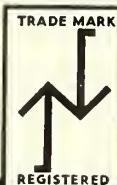
**BEATSON, CLARK & CO., LTD.**

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Est. 1751

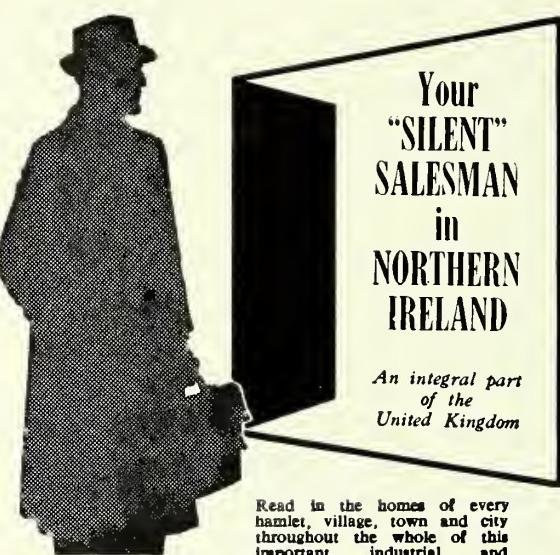
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"The Sign of a

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B.C.75



Your  
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SALESMAN  
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An integral part  
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Read in the homes of every  
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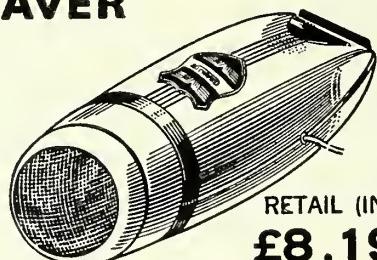
## Belfast Telegraph

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Through your usual wholesaler  
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## Ingram's Spiral Teats reduced to 6<sup>d</sup> and your profit percentage goes up!

You sell more now that Ingram's have brought down the price of their best-selling teats. It's a price-cut popular with regular Ingram's customers; encourages others to switch to Ingram's, too.

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**Stock up now.** Don't be left with empty shelves as the Ingram demand goes up. Get stocked up now—and keep stocked!

**Ingram's**  
Spiral Teats



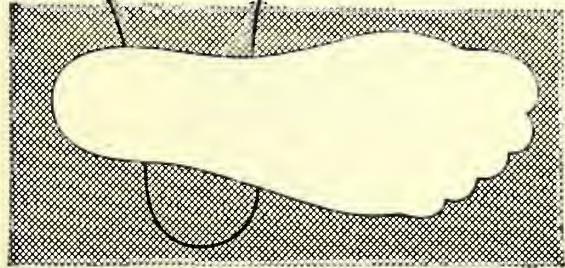
Styles 1, 2, 3 and  
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cases of a dozen. All styles  
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				NOW RETAIL AT <b>6D</b> each
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Specifically indicated in the treatment of  
**TINEA PEDIS** and **TINEA CRURIS**  
SUBLAMIN is the ideal fungicidal lotion for  
the treatment of Tinea Pedis, Tinea Cruris,  
and other fungus infections of the smooth skin.

for fungus infections of the smooth skin



SUBLAMIN has the following advantages :

The excipient evaporates quickly, leaving the therapeutic substances, in finely particulate form, in intimate contact with the affected areas. In consequence, the maximum destructive effect on the invading fungus is rapidly achieved. Being non-greasy SUBLAMIN obviates the need for dressings and will not promote the growth of secondary infective organisms. Its application is extremely simple.

For full information please write to :

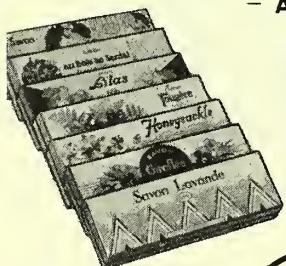
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*for* CHRISTMAS  
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FLORAL TOILET SOAP (No. 656)

Beautiful individual boxes in Continental style each containing three wrapped tablets. A choice of 8 floral perfumes — the ideal gift line with an all-year-round sales appeal at 2/9d. per box. Our price-lists on request, or our representative will call.



8 Floral Perfumes:—  
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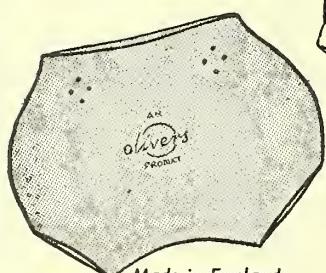
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*Gerard*

For S-T-R-E-T-C-H-A-B-I-L-I-T-Y  
YOU CAN'T BEAT

**Oliver's**  
LATEX BABY PANTS

- ★ Odourless
- ★ Tissue Thin
- ★ Washable



Made in England



Sizes—Medium and Large  
in peach and white

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For acidosis...  
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*Rayner's*  
**Lembar**

all the year  
hot or cold



**Lemons**  
**Glucose**  
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**Sugar**

MADE BY RAYNER AND COMPANY LIMITED, LONDON, N.18

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ZINC OXIDE B.P.  
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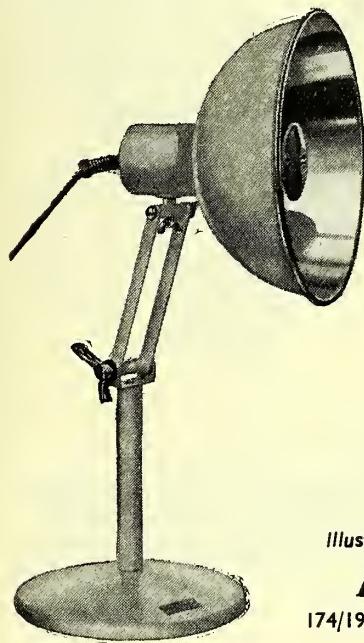
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## NUCTA CREAM SHAMPOO



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Selling at **2/6<sup>1</sup>** (17/4 per doz. plus tax)

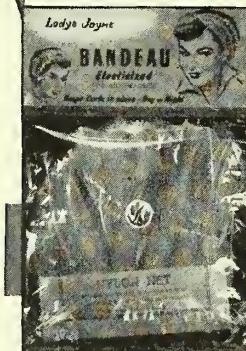
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MANUFACTURED BY:

**STEWART, GOODALL & DUNLOP LTD.**  
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# a Very Attractive Ladye Jayne 'Curl Protector'

- ★ Can be used by Day or Night
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- ★ Packed in smart Cellophane covers



IT REALLY DOES KEEP THE HAIR TIDY

Illustrated is No. 2562 with Button,  
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Samples with Pleasure - So ask by NAME for the

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This really fast selling NATIONALLY ADVERTISED product shows 75% profit on cost. Is packed in most attractive polythene self spray bottles and carton.

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PRIDE COLOUR STREAK, for lovely Tints, Streaks, High Lights in brush capped bottles. Retails 3/9.

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HOT FORGED IN SHEFFIELD

**KUMFI-KUT**  
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Greatest Name  
in Scissors

ask for KUMFI-KUT by name

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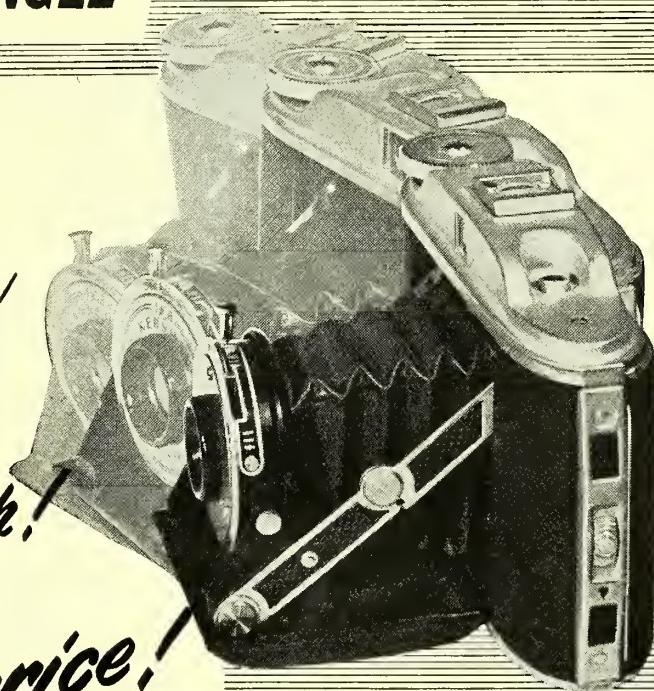
**FROM EVERY ANGLE**

*Look at the specification!*

*Look at the style!*

*Look at the finish!*

*Look at the price!*



**£5·19·10**

(INC. P. TAX)

**THIS IS IT!** A simple-to-use luxury snapshot camera at a popular price. Features include f/11 and f/16 aperture settings, popular 2½" square format—12 exposures on 120 film—eye-level viewfinder and synchronised flash fitting. Finished in handsome leatherette, it's the best buy on the market.

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**£9·18·9** (inc. P. Tax)



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**QUALITY**  
**GLUCOSE**  
**SWEETS**

in the new handy  $\frac{1}{2}$ -lb. tins are extremely popular. They are the right size for every occasion. Their Dextrose Monohydrate (pure powdered Glucose) content greatly increases their value as a food nutrient and also energy-giving qualities. The assorted fruits varieties contain genuine fruit concentrate blended to give delicious flavours. A similar pack has just been added of Glucose Digestive Mints.

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PER **2/3** TIN

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**Still the most  
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for Rheumatism**

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Electric Blankets are best sellers!



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**WARMABED**  
Sales Aids  
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**WIDELY** recommended for their efficiency and reliability and carrying the Good Housekeeping Certificate, Warmabed Electric Blankets are no less in demand because they are of 100% pure wool in lovely pastel shades.

The attractive series of Sales Aids supplied on request to Stockists, and our national advertising ensure big sales.

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KNOTTINGLEY, YORKS.

Tel.: Knottingley 51. Grams and Cables: "Warmabed, Knottingley"

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**FINE**  
**CHEMICALS**

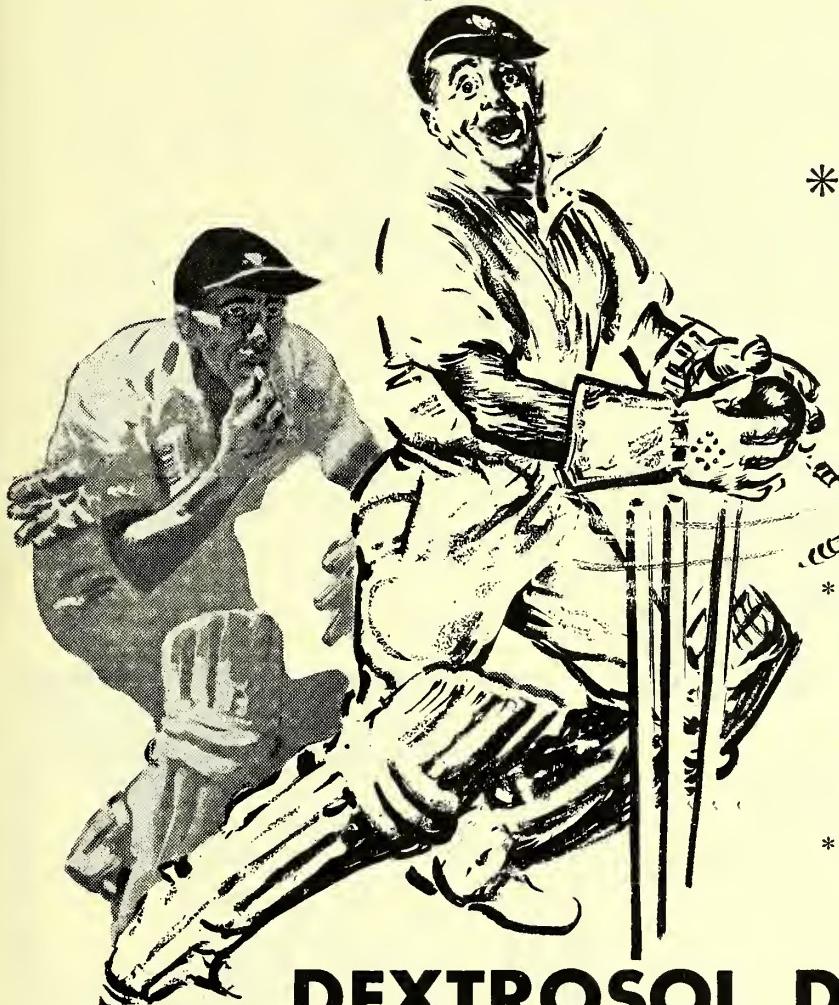


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EMULSIFYING WAXES

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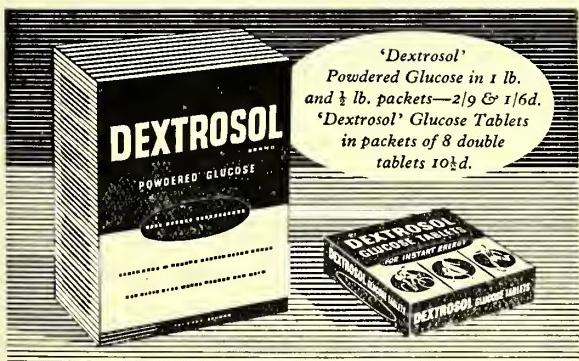


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TO SELL MORE  
**DEXTROSOL**  
**PURE GLUCOSE**

\* For the extra energy  
all your customers  
need for the long  
active summer days.

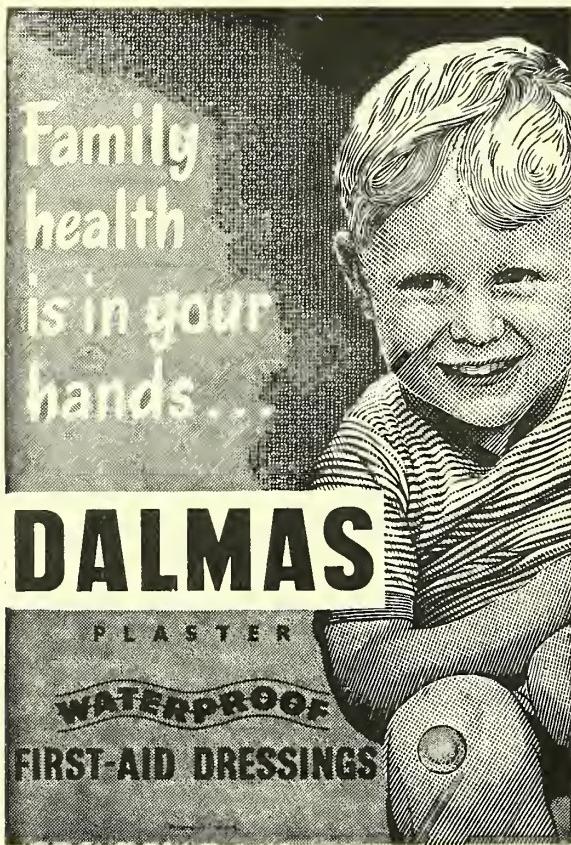
\* To speed convalescence.

**DEXTROSOL DISPLAYED  
NOW MEANS EXTRA PROFIT!**



POWDERED OR IN TABLET FORM

**DEXTROSOL**  
*means the Best  
Glucose Business*



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The new remedy in iron therapy without side effects.  
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- ★ Shiny and attractive to flies, Honeypot flypaper catches them in their hundreds.
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Recommend it with assurance for Eye Strain, Tired Eyes, Inflammation etc.

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# 'CREMOMYCIN'

'SULFASUXIDINE'-NEOMYCIN SUSPENSION

*Trade Mark*



*. . . combined antibacterial activities of  
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#### RAPID RELIEF

The action of 'Cremomycin' is prompt, complete and effective. Within a few hours, the combined bactericidal and bacteriostatic activity of 'Cremomycin' is concentrated in the intestinal tract. This concentration means effective action—and prompt relief for the patient.

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There are many obvious advantages (besides relief for the patient) in prompt recovery from diarrhoea : prevention of severe losses of body fluids ; reduction of local irritation ; protection against complications ; avoidance of the spread of infective organisms.

Each 30 ml. (approximately 1 fl. oz.) contains : 'Sulfasuxidine'  
Succinylsulphathiazole 3 G., Colloidal Kaolin 3 G., and  
Neomycin Sulphate 300 mg.

'Cremomycin' is supplied in bottles of 8 fluid ounces.  
List Price 42/-, subject to usual discount.  
Descriptive literature will gladly be sent on request.

SHARP & DOHME LTD., HODDESDON, HERTS.

August 27, 1955



# The CHEMIST AND DRUGGIST

## CLASSIFIED ADVERTISEMENTS

Supplement

28 ESSEX STREET, STRAND, LONDON, W.C.2

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**CHEMIST BUSINESS TRANSFER AGENTS AND VALUERS WHOLESALE AND RETAIL**  
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#### PREMISES FOR SALE

17/6 for 36 words (min.) then 4d. per word.  
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**COLWYN BAY**, residential area. Detached in three flats, modern plumbing, decorations, kitchens, vacant. Ideal for retirement investment. Owner going abroad. Box C 9031.

**Premises for Sale.** Freehold house with permission for conversion into shop with living accommodation, garage and garden. Ideal position for chemist. Main road, opposite cinema. Five bus routes pass door. New Malden area. Immediate possession, £3,000. Box C 2837.

#### PREMISES TO LET

**WELHAM GREEN, Nr. HATFIELD.** Excellent opening for chemist in new shops, with flats over, being erected in rapidly expanding neighbourhood. Other sites also available. For particulars apply to C. F. Day, Ltd., 705 High Road, North Finchley, N.12. Tel.: Hillsdale 3611/2. C 2824

#### BUSINESSES FOR DISPOSAL

17/6 for 36 words (min.) then 4d. per word.  
Box 2/-

**CAMBRIDGESHIRE.** Freehold lock-up drug stores in large village for sale owing to death of proprietor. The business has been established 40 years and the executors invite offers for the freehold and business as a going concern. House (not part of the estate) situated 100 yards from the shop is at present available at a very low figure. Apply in first instance, Box C 2821.

#### BUSINESSES WANTED

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Box 2/-

**WELL-ESTABLISHED** manufacturing company of repute distributing to chemist and allied trades desirous of adding further consumer products to existing range. Would consider offers for sale of existing businesses from principals only. Inquiries, which will be treated in strict confidence, in first instance to Box C 2825.

#### APPOINTMENTS

18/- per half inch (min.) and pro rata.  
Box 2/-

#### BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS

Post-graduate Student

Applications are invited for the post of post-graduate student (male or female) in the Pharmacy Department at this hospital. Candidates must comply with the requirements of the Pharmaceutical Society. Remuneration is at the rate of £350 p.a. plus London Weighting according to age. Applications stating age, particulars of education, etc., with copies of recent testimonials, to be sent to the Hospital Secretary, as soon as possible. C 8954

#### BOW GROUP HOSPITAL MANAGEMENT COMMITTEE, POPLAR HOSPITAL, E.14

Pharmacist

required at Poplar Hospital, East India Dock Road, E.14. Salary £500 p.a. x £25 (3)—£575 x £30 (5)—£725 p.a. plus L.W.A. Application forms from Group Secretary, 2a Bow Road, E.3. C 9053

#### BROOKWOOD HOSPITAL, KNAPHILL, WOKING, SURREY

## Assistant in Dispensing

Applications are invited for the post of Assistant in Dispensing. The successful candidate will be required to work under the supervision of the Chief Pharmacist, who is responsible for the preparation and issue of drugs and dressings for about 1,750 patients.

The salary scale (£140 per annum at age 16, rising to a maximum of £435 per annum, with an addition of £15 per annum for an approved qualification) and conditions of service are in accordance with the recommendations of the Professional and Technical Council B of the Whitley Council. The appointment is subject to the provisions of the National Health Service Superannuation Regulations, and the successful candidate will be required to pass a medical examination. Accommodation is available for single candidate, for which a charge of 42s. per week will be made.

Applications, giving particulars relating to age, experience and qualifications, together with copies of two recent testimonials to be sent to the Physician-Superintendent as soon as possible. C 225

#### CENTRAL ELECTRICITY AUTHORITY, EAST MIDLANDS DIVISION

STATION CHEMIST  
CASTLE DONINGTON POWER STATION  
Vacancy No. 143/55/C&D

Candidates should preferably be Associates of the Royal Institute of Chemistry or hold an equivalent qualification and have had previous experience in a position of responsibility in a Power Station laboratory. Candidates should be familiar with the analysis of coal, oil and water and with the interpretation and application of the analytical results. Experience with problems arising from operation at high pressures and temperatures and with the solution of such problems is desirable. Salary will be in accordance with Class L, Grade 7 (£1,035-£1,125 per annum) of the National Joint Board Agreement. Closing date for receipt of applications:—September 13, 1955.

This appointment will be pensionable within the terms and provisions of the Central Electricity Authority and Area Boards Superannuation Scheme. Applications should be submitted on the official form A6/ACT which may be obtained from the Divisional Establishments Officer, Central Electricity Authority, P.O. Box 25, Barker Gate, Nottingham, and should be returned to the undersigned by the date stated. Please quote Vacancy Number.

L. F. JEFFREY,  
Divisional Controller

C 9048

#### MOORFIELDS WESTMINSTER & CENTRAL EYE HOSPITAL

(Category V)

Senior Pharmacist

Applications are invited for the post of Senior Pharmacist at this Hospital. Salary in accordance with Whitley Council Scale (£575-£775), plus London Weighting and £25 p.a. for recognised higher qualification.

Applications, with names of two referees should be addressed to the Chief Pharmacist, Moorfields Westminster & Central Eye Hospital, City Road, London, E.C.1. C 9027

#### CROYDON GENERAL HOSPITAL (Category IV)

Pharmacist

required for duties mainly in sterile products laboratory. Salary scale £500-£725 per annum plus London Weighting. Pleasant and modern pharmaceutical department. Application form obtainable from Group Secretary, Croydon Hospital Management Committee, General Hospital, Croydon, C 9032

#### MAIDENHEAD HOSPITAL, ST. LUKE'S ROAD,

MAIDENHEAD

Dispensing Assistant

required to assist the Chief Pharmacist. Salary on National Scale. Applications giving qualifications and experience with copies of testimonials to Hospital Secretary. C 9004

#### MAUDSLEY HOSPITAL, DENMARK HILL, S.E.5

Locum Pharmacist

required at the above hospital. Salary 16 guineas per week. Apply giving details of qualifications, experience and names of two referees to K. J. Johnson, House Governor and Secretary, Maudsley Hospital, Denmark Hill, S.E.5. C 8995

#### MOORFIELDS WESTMINSTER & CENTRAL EYE HOSPITAL

(Category V)

Pharmacist

Applications are invited for the position of Pharmacist at this Hospital. Salary in accordance with Whitley Council Scale (£500-£725), plus London Weighting and £25 for recognised higher qualification. Applications with names of two referees should be addressed to the Chief Pharmacist, Moorfields Westminster & Central Eye Hospital, City Road, London, E.C.1. C 9028

#### MOORFIELDS WESTMINSTER & CENTRAL EYE HOSPITAL

(Category V)

Assistant in Dispensing

Applications are invited for the position of Assistant in Dispensing at this Hospital. Salary in accordance with Whitley Council Scale, together with London Weighting. Applications should be addressed to the Chief Pharmacist, Moorfields Westminster & Central Eye Hospital, City Road, London, E.C.1, together with the names of two referees. C 9029

#### NAPSURY (MENTAL) HOSPITAL MANAGEMENT COMMITTEE, . NR. ST. ALBANS, HERTS

Senior Pharmacist

Applications are invited for the post of Senior Pharmacist, £575 x £30 (5)—£725 x £25 (2)—£775 (new appointment). Details to the Secretary with names of two referees. C 8906

#### ROYAL FREE HOSPITAL

Senior Pharmacist

Applications are invited for the post of Senior Pharmacist to take charge of manufacturing laboratory. Salary in accordance with Whitley Council scale. Applications, with names of two referees, should be addressed to: Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, W.C.1. C 8956

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Unit to the Complete Pharmacy  
WRITE FOR YOUR COPY OF THE STANDARD  
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Established 1870 Phone : TERminus 3574

### Appointments—Continued

#### ROYAL FREE HOSPITAL GROUP LIVERPOOL ROAD ANNEXE, ISLINGTON

Part-time Pharmacist

required at the above hospital, 30 hours per week, either permanently or on a locum basis. The hours could be adjusted to suit married lady. Applications, together with names and addresses of two referees, should be addressed to: Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, W.C.1. C 8957

#### SOUTH-WEST MIDDLESEX HOSPITAL MANAGEMENT COMMITTEE, WEST MIDDLESEX HOSPITAL, ISLEWORTH

Locum Tenens Pharmacist

required immediately for an indefinite period. Salary 16 guineas per week. Applications to Chief Pharmacist, C 9009

#### ST. MARGARET'S HOSPITAL, EPPING Pharmacist

required at the above hospital. Salary and conditions of service in accordance with those laid down by the Pharmaceutical Whiteley Council. Apply, giving details, to Superintendent of hospital. C 8928

#### ST. PETER'S HOSPITAL, CHERTSEY, SURREY (404 Beds) Pharmacist

required. Salary £500-£700 p.a. according to experience. Whiteley Council conditions. Accommodation available for single woman at £135 p.a. Applications stating age and experience, with names of two referees, to Hospital Secretary. C 8962

#### THE BETHLEM ROYAL HOSPITAL AND THE MAUDSLEY HOSPITAL, DENMARK HILL, S.E.5

Senior Pharmacist

required at the Maudsley Hospital, Denmark Hill, S.E.5. The hospital is a psychiatric teaching hospital associated with the Institute of Psychiatry in the University of London. Salary scale as agreed by the Pharmaceutical Whiteley Council rising to a maximum of £805 a year including London Weighting. £25 a year for higher qualification allowed. Apply giving details of qualifications, experience and names of two referees to K. J. Johnson, House Governor and Secretary, Maudsley Hospital, Denmark Hill, S.E.5. C 8994

### EVANS MEDICAL (WALES) LTD.

have a vacancy for a medical representative in South Wales. A pharmaceutical qualification or extensive pharmaceutical background is essential. Applications giving details of education, training, qualifications and age to General Manager, Evans Medical (Wales), Ltd., 4 Mariner Street, Swansea.

C 9022

### EVANS MEDICAL SUPPLIES LTD.

#### Pharmaceutical Research and Development Unit

There are vacancies for young graduates in pharmacy (male or female) in the Pharmaceutical Research and Development Unit. The work involves the formulation and stability testing of modern compounded pharmaceutical preparations including sterile products, the development and improvement of new pharmaceutical techniques, and the investigation of works processes and problems. This work is carried out under the guidance of senior qualified pharmaceutical staff. Superannuation Scheme and a five-day week are in operation. Write with full details of education, qualifications and experience to the Pharmaceutical Development Director, Evans Medical Supplies, Ltd., Speke, Liverpool, 19.

C 9023

#### THE LONDON HOSPITAL, WHITECHAPEL, E.1 Pharmacist

has vacancy for registered pharmacist. Salary £500 rising to £725 plus London Weighting according to previous experience and service. Dining room facilities available. Write Secretary, C 219

#### THE MILLER GENERAL HOSPITAL, GREENWICH, S.E.10

Locum Pharmacist required at above hospital. Salary 15-17 gns. weekly according to experience. Apply Chief Pharmacist, Tel. Tid. 1136. C 8993

#### WANSTEAD HOSPITAL, HERMON HILL, E.11 Locum Pharmacist

required for any three consecutive weeks up to September 30; 16 gns. per week. Applications with copy testimonials to Secretary, Forest Group H.M.C., Langthorne Road, E.11. C 9016

#### SITUATIONS OPEN

8/6 for 36 words (min.) then 3d. per word.  
Box 2/-

The engagement of persons answering these advertisements must be made through a Local Office of the Ministry of Labour or a Scheduled Employment Agency if the applicant is a man aged 18-64 inclusive or a woman aged 18-59 inclusive unless he or she, or the employment, is excepted from the provisions of the Notification of Vacancies Order, 1952.

#### RETAIL (HOME)

COUNTER ASSISTANT, lady required, experienced in drugs and cosmetics, for ultra-modern, substantial pharmacy; all cosmetic agencies held. Good reward for ability; congenital conditions; permanency. Apply Kendale Dispensing Chemists, 51 Exmouth Market, E.C.1. Phone: Terminus 9494. C 9043

DONCASTER CO-OPERATIVE CHEMISTS, LTD., require the services of Pharmacists (male or female) as branch managers. Living accommodation with one post. Minimum rate £780 per annum, 44-hour week. Applications and usual particulars to Superintendent Chemist, St. Sepulchre Gate, Doncaster. C 199

EXPERIENCED ASSISTANT (lady or gentleman) required, mainly for dispensing, in good-class pharmacy with modern dispensary. Supporting staff of four. Good salary. Apply with full particulars, S. H. Newman, chemist, 19 Victoria Rd., Surbiton, Surrey. C 2774

NORTHERN IRELAND PHARMACISTS are invited to apply for the post of manager in an ultra-modern, well-appointed pharmacy in London. If necessary pre-managerial training will be given by the company. Apply Kendale Dispensing Chemists, 51 Exmouth Market, E.C.1. C 9042

PART-TIME PHARMACISTS required for dispensing duties, 6-8 p.m., some evenings and/or 11 a.m. to 1 p.m., Sundays in E.C.1, N.1, and Ilford areas, 10s. per hour. Apply Kendale Dispensing Chemists, 51 Exmouth St. (Mkt.), E.C.1. Phone: Terminus 9494. C 9051

PHARMACIST (under 45, male or female) required as assistant to buyer of modern adequately staffed drug and dispensing section of department store. Opportunity to gain wide experience. Store hours, good holidays and discount on store purchases. Apply by letter or in person to Personnel Controller, Bentalls of Kingston-on-Thames, Surrey. C 224

#### WHOLESALE

ASSISTANT ANALYST (qualified) required by S.E. London firm of manufacturing chemists. Permanent and progressive position, pension scheme, 5-day week, canteen facilities. Apply giving full details of age, qualifications and experience to Chief Chemist, Box C 9033.

ASSISTANT CHIEF CHEMIST required by growing pharmaceutical manufacturers. The post is suitable for applicants who are qualified and who have had one or two years in industry. The minimum starting salary will be approximately £700. Please write giving full details of experience and qualifications to Box C 2823.

A YOUNG MALE PHARMACIST, who has completed his practical training in hospital or retail pharmacy, is required for technical information department. The post provides sound training for a young man wishing to begin a career in the pharmaceutical industry. Please write stating age and experience to HAC/HGR, The British Drug Houses, Ltd., Graham Street, City Road, N.1. C 9005

BIOREX LABORATORIES, LTD. Process worker accustomed to ointment, emulsions, etc., required. Excellent opportunity with permanency. Apply 47/51 Exmouth Market, E.C.1. Phone: Terminus 5216. C 9045

BIOREX LABORATORIES, LTD. Drug assembler required. Experienced lady with knowledge of drugs for assembling of drug and galenical orders. Good reward for ability. Apply 47/51 Exmouth Market, E.C.1. Phone: Terminus 5216. C 9046

CITY PRODUCE BROKERS require experienced man able to build up own department in chemicals from own existing connections. Progressive position, salary. Only applicants of proven ability need apply. Write Box C 2806.

**EVANS MEDICAL SUPPLIES LTD.**

A vacancy occurs in the Analytical Department of the Pharmaceutical Research and Development Unit, for an analyst with suitable pharmaceutical qualifications, B.Sc., or A.R.I.C. Experience in the analysis of pharmaceuticals is desirable but not essential, and applications from recently qualified graduates will be considered. Superannuation Scheme and a five-day week are in operation. Write with full details of education, qualifications and experience to the Pharmaceutical Development Director, Evans Medical Supplies, Ltd., Speke, Liverpool, 19.

C 9024

**Situations Open—Continued**

**CALMIC, LIMITED**, require experienced medical representative for the Glasgow area as a result of promotion and reorganisation. Knowledge of the area and experience in the field of medical propaganda an advantage. Good salary and expenses, plus car allowance, Pension scheme. Write for interview giving full details to General Sales Manager, Calmic, Limited, Crewe Hall, Crewe. C 9034

**CHIEF PHARMACIST** required for laboratories of manufacturing company. Experience in assay of pharmaceuticals. Ability to organise and develop new department. Good salary, superannuation scheme, permanent staff position. Reply stating full personal particulars, together with experience, to Box C 8984.

**MANUFACTURING PHARMACEUTICAL CHEMISTS**

In Yorkshire offer positions in both Research and Manufacturing Departments, owing to expansion, to pharmaceutically trained and qualified men aged about 30. Work interesting and varied. Desire and capacity for responsibility and control additionally advantageous. Commencing salary according to age, qualification and experience. Positions are permanent and progressive. Pension schemes. One of these two positions carries superior and exceptional opportunities. Full particulars including age and copy references to Box C 8863.

**COOPER, McDougall & Robertson, LTD.**, Berkhamsted, Herts, require two additional sales representatives, aged 25/35, to call on members of the veterinary profession only. Essentials are a good knowledge of veterinary medicine and previous experience of selling to professional men. Territories to be covered are (1) the Northern counties of England; (2) East Anglia and adjacent counties, London and Kent, and applicants must reside fairly centrally in these areas. Car provided, expenses paid, positions pensionable. Salary according to qualifications and experience. Write fully, in confidence, to the Veterinary Sales Supervisor. C 9040

**BAYER PRODUCTS LTD.**

require a Manager for their Pharmaceutical Development Department which will soon be located in new premises near Newcastle-upon-Tyne. The position is a senior executive appointment carrying considerable responsibility and will be remunerated accordingly. The successful candidate will be a pharmacist or chemist under 45 with the necessary knowledge, experience and energy, not only to lead his own small development team but also to take a very active part in all aspects of the Company's new drug development programme. As the Company is rapidly expanding the opportunities for future advancement are excellent for the right man. Applications in confidence to the Managing Director, Bayer Products, Ltd., Neville House, Eden Street, Kingston-on-Thames, Surrey. C 8959

**ROUSSEL LABORATORIES, LTD.**

Owing to expansion of our Sales Organisation, vacancies occur for medical representatives to call on Hospitals and Doctors in the following areas:—

London	Bath/Bristol
Newcastle	Liverpool/Manchester
Birmingham	Glasgow/Edinburgh

Applicants must have had experience of similar work with a first-class ethical firm, and should be men of personality and initiative, preferably with a pharmaceutical qualification. Applications, which will be treated as confidential, should be accompanied by full details of career, and addressed to Roussel Laboratories, Ltd., 847 Harrow Road, London, N.W.10.

C 9002

**PARKE, DAVIS & COMPANY, LIMITED**  
Medical Representatives

Applications are invited from Pharmacists interested in an appointment as Medical Representative in the following territories:—

1. S.W. Scotland.
2. Sheffield area.

Previous experience is unnecessary as training will be given. Initial salary, based on general experience, is progressive and recognises initiative and ability with good prospects of advancement. Company car supplied. A generous pension and life insurance plan is in operation. Apply in the first instance to: Sales Manager, Parke, Davis & Company, Limited, Staines Road, Hounslow, Middlesex. C 9025

**REPRESENTATIVE** required by well-known company manufacturing nationally advertised toilet preparations, to cover Home and South-eastern Counties and East Anglia, calling on chemists, ladies' hairdressers and departmental stores. This is an excellent opportunity for a salesman with personality and initiative. Applicants should have experience in the trade and reside in London. Permanent opening carrying salary, commission and expenses. A car will be provided. Write, in confidence, detailing selling experience (tabulated) and remuneration earned to Sales Manager, Evan Williams Co., Ltd., Aintree Road, Perivale, Greenford, Middlesex. C 9036

**REPRESENTATIVES**

**BURROUGHS WELLCOME & CO.**, invite applications from pharmacists for appointments as Medical Representatives. Applicants, who should be about 30 years of age, must possess a good educational background and wide pharmaceutical knowledge. Previous experience as a representative, while an advantage, is not essential. The position is progressive and pensionable (contributory scheme). Applications (by letter only) will be treated in confidence. They should give full details of experience, etc., and be addressed to The Manager, Home Sales Division (Medical), Burroughs Wellcome & Co., 183/193 Euston Road, London, N.W.1. C 8983

**RIKER**

Owing to territorial reorganisation a vacancy occurs for a representative for each of the following territories:

1. Northumberland, Durham, Westmorland and Cumberland.
2. Shropshire, Herefordshire and Worcestershire.
3. Glamorganshire and Monmouthshire.

This post provides the opportunity of joining a rapidly expanding Pharmaceutical Company marketing the products of two American Research organisations. Applicants should preferably be pharmacists and no previous experience in medical representation is necessary as full training will be given.

A new car will be provided and there is a Company pensions scheme in operation.

Apply in writing to the Sales Department, Riker Laboratories, Ltd., Morley Street, Loughborough, marking the envelope 'Representative.' C 8991

**OVERSEAS APPOINTMENT**

An old-established and well-known European company are desirous of appointing 2 (male, unmarried) pharmacists to their retail branches in Gold Coast/Nigeria. Contracts 2 years, passage paid, free quarters. Adequate remuneration. Applicants must have enthusiasm and integrity and should send details in first place, stating age, qualifications, experience, and salary required, to Box C 9000.

**Situations Open—Continued**

**MEDICAL REPRESENTATIVES** required by London Manufacturing Chemists. Applications are invited from men qualified or unqualified in Pharmacy, between the ages of 25 and 40. Previous experience not essential but good pharmacy background and knowledge of medical nomenclature is necessary. The Representatives must visit doctors, hospitals, dentists, chemists and wholesale houses in the following areas: (1) The principal cities and towns of Scotland from the South to Aberdeen; (2) the area covered by Yorkshire, Durham and Northumberland. The purpose of the work is the propagation of the ethical products manufactured by the house. Applicants should state age, experience and give an estimate of the salary required, Box C 215.

**PROCESS WORKERS** for manufacture of medicinal and toilet preparations. Excellent working conditions, canteen, 5-day week. Robert Blackie, Pomeroy Street, S.E.14, New Cross 1122. C 2826

**REPRESENTATIVE**, pharmacist, required by drug house, to call on North London Hospitals. Good income and prospects offered. Apply in writing to the Managing Director, Biorex Laboratories, Ltd., 47/51 Exmouth Market, C 9044

**REPRESENTATIVE REQUIRED** to carry extra line to chemist shops in London suburbs. Commission only, Box C 2819.

**SAVORY & MOORE, LTD.**, require a young pharmacist to supervise production at their Tottenham factory. Applicants should have a knowledge of general pharmaceutical manufacturing and ampoule and tablet production. Five-day week, optional pension scheme. Applications, giving details of age, qualifications, experience and salary required should be addressed to the General Factory Manager, Savory & Moore, Ltd., 26 Lawrence Road, London, N.15. C 2820

**SHIPPING CLERK** required, previous experience desirable, typing for documentation essential. Halewood Chemicals, Ltd. Tel.: Ambassador 4198. C 9026

**WOMAN PHARMACIST** required for a permanent post in the dispensary. Five-day week. Pension and profit-sharing schemes. Apply in writing stating age, experience and salary required to the Staff Manager, The British Drug Houses, Ltd., Graham St., City Rd., N.I. C 9049

**YOUNG LADY** with some analytical experience required to assist in pharmaceutical department. Apply, Director, Beecham Research Laboratories, Ltd., Brockham Park, Betchworth. C 2839

**SITUATIONS WANTED**

3/- for 18 words (min.) then 2d. per word.  
Box 1/-

**YOUNG SPANIARD**, aged 23, son of leading wholesale perfumer in Barcelona, wishes spend six months England on student/employee or family exchange basis, object improve knowledge English language, Box C 9052.

**WHOLESALE**

**AUSTRIAN UNIVERSITY** graduate doctor in chemistry interested in working in England for one or two years. Experienced by working at University in pharmaceutical and organic chemistry for two years. Write to Dr. Alice Haendel, Graz, Mandelstr. 30, Austria, C 2833

**IRELAND.** Experienced medical representative, M.P.S.I., trained in anatomy, physiology, pharmacology, at present employed by ethical pharmaceutical house, desires change to a more progressive firm, Box C 2835.

**REPRESENTATIVE.** 25 years last engagement, seeks appointment with proprietary or cosmetic firm, or sales executive work entertained. Middlesex and Eastern Counties, etc. Replies to Box C 2832.

**SENIOR REPRESENTATIVE** desires executive position as sales manager or assistant with a reputable company. Been with present company over 20 years. Personal connection over the whole of Great Britain and Ireland, and expert on sales, propaganda, etc., on ethical and surgical preparations. Box C 2831.

**TABLET MAKER** requires good position, experienced in all departments, excellent references, resides in Yorks, willing to work away. H. Pearson, 114 Burlington Road, Leeds, 11, Yorkshire. C 2822

**AGENCIES**  
17/6 for 36 words (min.) then 4d. per word.  
Box 2/-

**AGENTS REQUIRED** for first-class medical products, Several areas open. Good appointments for men with established connections, Box C 9038.

**AGENTS REQUIRED** for first-class nationally advertised lines. Several areas available. Good commission for the right men with established connections. British Chemotherapeutic Products, Ltd., Kemtheutic House, P.O. Box 242, Bradford. C 9039

**IMPORTERS REQUIRE** well-established agent to call on wholesalers. Reply in strictest confidence to Box C 9041.

**BUSINESS OPPORTUNITIES**  
17/6 for 36 words (min.) then 4d. per word.  
Box 2/-

**MANUFACTURING CHEMISTS** invite inquiries for the manufacture, packing, etc., of private formulae preparations, liquids, powders, tablets. Dispatch facilities available with own printing department, Frank Macowal & Yanatas, Ltd., Willshaw St., London, S.E.14. Tel.: Tideway 3846-8. C 122

**WORLD-WIDE KNOWN  
WESTERN GERMAN  
PHARMACEUTICAL  
SPECIALITIES**

available for manufacturing under licence in Great Britain. Only serious factories with sufficient production capacity and well organised sales and scientific representatives. Write to Box C 2834.

**TRADE MARKS**

The Trade Marks set out below were assigned on APRIL 30, 1955, by Bayer Products, Ltd., of Neville House, Eden Street, Kingston-on-Thames, to Winthrop Products, Ltd., of the same address without the goodwill of the business in which they were then in use. The Marks scheduled in List "A" were assigned in so far as all rights are concerned and those

EST. 1883 BIS. 1941

**C. Ribbands & Sons**  
*The Complete Pharmacy Fitters  
Shopfronts and Interiors*

3 RAYEY ST., BISHOPSGATE, LONDON. E.C.2.

**IMPORTANT**

Box Office numbers are intended exclusively for specific answers to particular advertisements. Price Lists, Trade Circulars, Samples and Printed Matter cannot be forwarded.

in List "B" were assigned only in so far as concerns the right to the exclusive use of the marks on goods for export.  
LIST "A"

No.	Mark	Goods
632291	MYRIATIN	Pharmaceutical preparations and substances.
632295	DIURGAN	do do
632833	NUTROFEROL	Medical and surgical instruments in the nature of syringes used in pathology and for taking blood specimens.
642103	VACUWE	Pharmaceutical preparations and substances.
643516	CAMPANAEM	Pharmaceutical preparations and substances.
643535	ASPALGIN	Pharmaceutical preparations and substances for export.
659905	ASTYLEN	Pharmaceutical preparations containing arsenic, for internal use, being goods for export.
B674333	NOVAPYRIN	Analgesics for export.
337916	LUMINAL	A medicine for human use as a sedative and hypnotic.
466317	KRES-LUMIN	Chemical substances prepared for use in medicine and pharmacy.
501110	LUMINALETS	do
626011	FRANOL	Pharmaceutical preparations for internal human use in asthma and similar pulmonary ailments. Sulphadiazine pharmaceutical preparations.
626889	DIASIL	Pharmaceutical preparations and substances.
634193	ALAMALIN	Pharmaceutical preparations and substances.
637080	DIESED	Pharmaceutical preparations of acetyl carbromal for use as sedatives.
661411	ROCCAL	Pharmaceutical preparations and substances.
664932	ALAMAG	Pharmaceutical preparations and substances consisting of or containing derivatives of magnesium.
671228	ISUPREN	All goods included in Class 5.
680770	ROCCAL	Chemical products used in industry.
686085	MILIBIS	Pharmaceutical preparations and substances.
687928	SULFOMYL	Pharmaceutical preparations consisting of or containing sulphonamides.
690644	THENFADIL	Pharmaceutical preparations and substances.
693939	APOLOMINE	Pharmaceutical preparations and substances for internal use.

C 9050

**AGENCIES WANTED**

8/6 for 36 words (min.) then 3d. per word.  
Box 2/-

**CHEMISTS'** distributors covering intensively N.W. Lancs, Westmorland and Cumberland will undertake representation on commission of one or two advertised lines; also handle on a sole purchasing basis suitable products having good demand, Box C 2829.

**NORTHUMBERLAND**, Durham, Cumberland, Westmorland, N. Yorkshire. Representative nationally known company (16 years) desires change. First-class house on agency terms or direct. Connection: Wholesale, retail and co-ops, Apply Box C 2836.

**WANTED**

17/6 for 36 words (min.) then 4d. per word.  
Box 2/-

**ALL KINDS OF BOTTLES, JARS, SCREW CAPS**, cartons, packaging materials and manufacturers' stocks of all kinds bought at fair price for spot cash. We are buyers of merchandise of **EVERY DESCRIPTION**. Clearance Stocks. Discontinued lines. Surplus and Redundant Stocks. Should you have anything for disposal, please send us samples and particulars. Reliance Trading Co., 13 New College Parade, Finchley Road, N.W.3, C 153

**TUBE FILLING MACHINERY**, good condition, second-hand, either hand filling or semi-automatic required at reasonable price. Box C 9037.

**WANTED**. About 5 tons sodium carbonate, anhydrous, Apply Box C 9047.

**WANTED**. Surplus quantities of English white lead packed in  $\frac{1}{2}$ -cwt. barrels. Apply Box C 9035.

**WANTED**. One or two apothecary jars, Good price paid for suitable articles. Write describing jar and colour. Andrews, Benington Park, Benington, Herts. C 2840

**WANTED**. Redundant and surplus stocks of all qualities. Zinc oxide below U.K. makers' price. Samples, analysis and fullest details required. Apply Box C 9056.

**WE WILL PURCHASE** for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone:— Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11, Tel.: Bayswater 4020, 7692. C 140

**MISCELLANEOUS SALES**

17/6 for 36 words (min.) then 4d. per word.  
Box 2/-

**MODERN CHEMIST SHOPFITTINGS**, drug ranges, wall cases and frameless sliding doors, display counters and showcases; all types of window fittings and display stands. D. Matthews & Son, Ltd., Complete Chemist Shop Fitters & Shop Front Builders, 14/16 Manchester Street, Liverpool. C 141

**OFFERS INVITED** for 25 cwt. liquorice powder (decontaminated). Apply to Box C 2828.

**FOR SALE**. 10 cwt. powdered tartaric acid. Spanish. In 1-cwt. wooden kegs. Box C 2830.

**PARTNERSHIPS**

17/6 for 36 words (min.) then 4d. per word.  
Box 2/-

**S.E. AFRICA**. Wanted, M.P.S., as partner, salary to commence £525 p.a., increasing to £625 p.a. plus £225 p.a. house allowance, plus share of profits. Free air passage, small capital investment of £600 for share. Full particulars: Percival Turner, Ltd., Medical Agents, 25 Maiden Lane, Strand, W.C.2. C 2827

**TENDERS****HAILSHAM HOSPITAL MANAGEMENT COMMITTEE**

Tenders are invited for the supply of Drugs for Hellingly Hospital for the twelve months commencing November 1, 1955. Forms of Tender, which must be returned by September 22, 1955, may be obtained from the Secretary, Hailsham Hospital Management Committee, Hellingly Hospital, Hailsham, Sussex. C 9054

**STOCKTAKING**

**QUIET AND ACCURATE** workmanship. Over 30 years' practical experience. Detailed inventories supplied to suit your individual requirements. Your own stock sheets priced. Terms moderate. C. W. Playfoot, 8 Aylward Road, London, S.W.20. Phone: Liberty 4104. C 190

**PHARMACEUTICAL APPRAISERS****TRANSFER AGENTS****SPECIALISTS IN STOCKTAKING****VALUATIONS FOR PRIVATE SALE OR PROBATE****RAMDIN & BLUNDELL****LONDON OFFICE**

59 George Road, South Chingford, E.4  
(Tel: Larkswood 6161)

**SCOTLAND**

Rep. Mrs. R. Preston, 88 Cartvale Road, Langside, Glasgow, S.2. C.221

**MISCELLANEOUS**

**SCALES AND WEIGHING MACHINES**. Penny-in-the-slot and steelyard types. Dispensing scales. Write for details to Dept. "P," Vandome & Hart, Ltd., Wenlock Road, London, N.1. (Established 1660.) Showrooms, High Street, Kingston-on-Thames. C 207

**SHOWCASES, SHOWCASES, SHOWCASES**. Latest designs. All sizes including glass counters. Free delivery. Write for details to (Dept. "P"), Vandome & Hart, Ltd., Wenlock Rd., London, N.1. (Established 1660.) Showrooms, High Street, Kingston-on-Thames. C 196

# These Tablets

"SOUTHON" brand

E.P.  
TABLETS

Retail - - - 20's - 1/9

(inc. P/Tax) 100's - 7/-

Less 33 $\frac{1}{3}$ % discount

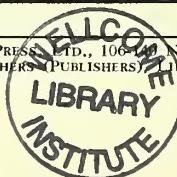
# 4½ MILLION

**WOMEN** were vitally interested in Miss Amy Landreth's candid articles in the "WOMAN'S SUNDAY MIRROR" (July 24th & 31st - Aug. 7th & 21st). The subject is no longer "TABOO" and last Sunday's article was inspired by Southon (brand) E.P. TABLETS, which are the answer to the delicate but very real problem of difficult and painful menstruation.

FOR DYSMENORRHOEA  
AND ALLIED CONDITIONS

—Are News!

A Product of SOUTHON LABORATORIES LTD., London, S.W.15.



Energetically supported by nation-wide advertising, this new antiseptic cream, containing 'Cetavlon', is now well-established as a first-rate treatment for wounds, burns and minor skin complaints. It has been immediately accepted by the public and its popularity is rapidly increasing as its pleasant, soothing, and efficient action is demonstrated in use. Savlon is proving a first-class seller — because it is a thoroughly good product, vigorously advertised.



# Savlon —the salesmaker!

## ADVERTISING SUPPORT—

**PRESS.** Frequent advertisements continue to appear in DAILY HERALD, DAILY SKETCH, DAILY MIRROR, NEWS OF THE WORLD, SUNDAY GRAPHIC, SUNDAY PICTORIAL, BELFAST TELEGRAPH, WOMAN'S OWN, WOMAN'S WEEKLY, HOME CHAT, HOME NOTES, WOMAN'S SUNDAY MIRROR, and JOHN BULL. Large advertisements are also appearing, at regular intervals, in nearly 70 provincial evening and weekly papers.

**TELEVISION AND RADIO.** During the Autumn, Savlon programmes will be broadcast on Radio Luxembourg and Television (London area).

**POINT OF SALE.** Large and small show-cards are available, and window displays can be arranged.



IMPERIAL CHEMICAL (PHARMACEUTICALS) LTD., WILMSLOW, MANCHESTER

*A subsidiary company of Imperial Chemical Industries Limited*

Ph. 507

AUGUST 27 1955



## IMMEDIATE CONTROL OF ASTHMA

Doctors everywhere have for years been prescribing FELSOL for the immediate and prolonged relief it gives in asthma. Pharmacists can stock FELSOL with complete confidence since it has the fullest support of the medical profession in hospitals, private practice and Government departments in all parts of the world to which it has been introduced.



Tax-free Dispensing Pack available

PATA





